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TABLE OF CONTENTS

Regular Departments

The Editor's Box	11
Around the Range Country.....	13
The Boston Wool Market.....	37
Sheep Affairs in Australia.....	39
Range and Market Trade in Lambs....	41

Special Articles

The Flexible Tariff	12
Nevada's Stock Water Law Upheld....	12
Fabric Labeling	12
The Guardians of Animal Health.....	12
The Australian System of Orderly Wool Marketing	17
Covered Faces and Open Minds.....	19
Face Covering in Sheep.....	20
Comment on Open Faces.....	20
Colorado Lamb Feeders Study Feed- ing Experiments	21
Sheep Classes at the Tenth Annual Intermountain Show	24
Facts About Commodity Advertising..	25
Sheep Expenses and Returns in Idaho	27
Selling Territory Wools	31
Land Values and Bankers.....	35
Transactions and Prices on 1927 Lambs	35
Pacific Wool Growers to Stage Wool Show	40
Idaho's Lamb Crop	40
Statesmanship	40

THE EDITOR'S BOX

Selling Our Wool

The subject of wool marketing is a very old one, but the need for improvement is more urgent than in the past and the possibilities for achievement are new and attractive. Mr. Millin's article in this issue on Australian wool selling presents the essential features of a system that has worked well. In this country one may not want, nor need to go so far as they do in Australia in working over the clips at shearing time, but, in view of our present common custom of the growers' hunting the buyers, it is encouraging to know that elsewhere the two come to the market on equal terms.

Our Boston correspondent's comments of this month on the effects of the exporting of wool from Boston and upon the resales of contracted wools are unusually interesting and encouraging, particularly to those who still hold the titles to their clips.

Some editorial views as to why improvement in marketing is now easier of attainment than in former years are presented in another article, along with information regarding concerns which engage solely in the selling of wools consigned to them by growers.

The Changed Lamb Situation

After a long period in which many range men indulged in bearish talk on this year's lamb prices a change has come. Speculators and packers all winter had been in a bullish attitude and were putting their money back of their judgment.

It was the contracting for Colorado feeders of lambs for delivery next fall that brought the change in the attitude of the range men. The late season shortage on fed lambs and the higher prices which resulted, while not presaging similar values for the new crop, were a satisfaction and encouragement to feeders, some of whom decided to make advance arrangements for their requirements for next fall. The prices paid at central markets for the early end of the California shipments have given a good start to the season's trade on stuff going direct to slaughter from raisers' hands.

Correspondence Invited

The change in the heading of this department of the Wool Grower does not result from, nor suggest any material change in the character of the material to be printed on this page. As formerly it will contain the editor's own views and suggestions regarding sheepmen's problems that are of special, seasonal, or continuing interest and importance. Also there will be references to, and suggestions for study of articles printed on other pages which are of particular importance or significance.

Unless the association officers or our other readers shall alter their attitude of liberality and tolerance toward the editor he will not consider himself obligated to remain altogether in his own box, but continue to prepare unsigned articles to fit into the issues in accordance with the mechanical requirements imposed by the printer.

Even should the views of the present or future editor be always correct, sound and acceptable, two columns cannot contain the opinions and suggestions of constructive wool growers whose thinking and actions, in their own business and in association activities, are doing so much to make sheep raising a better, safer, and more efficient business. In this issue Dr. McClure, Mr. Hill and Mr. Tedmon say some good and helpful things based on last month's articles by Professors Potter and Wilson. If we can have more like them, we will establish a regular department, to be known as a box, pen, corral, shed, or whatever may be desired by those who help to establish and maintain it.

THE FLEXIBLE TARIFF

Following the insertion of the 'flexible paragraphs' in the Tariff Act of 1922, considerable discussion arose as to the plan approved by Congress for empowering the President to lower or raise rates on duty when such action was supported by results of investigation by the Tariff Commission. The flexible provisions were designed to permit of making needed alteration in rates as might be called for in the readjustment of commerce in various lines that it was evident must continue for some time after the passing of the law, which alterations would otherwise need to await the time of a general revision.

The United States Court of Customs Appeals, in a recent decision, held that the delegation of such authority to the president was a valid exercise of the constitutional grant of power to Congress to regulate commerce. It is probable that the matter will get to the Supreme Court.

NEVADA'S STOCK WATER LAW UPHELD

An important piece of legislation which is of general interest in all the public land states was enacted by the Nevada legislature in 1925. The act prohibits the grazing of more than fifty head of stock within three miles of any spring or water source by any party other than the owner of the water right. This law is calculated to prevent conflicts in the use of range and to secure to the owner of the watering place the benefit of the adjacent territory, except as the way may be need by live stock actually en route to some other point.

Proceedings were brought on behalf of an itinerant sheepman who had been taken before the justice of the peace. The proceedings were carried to the state supreme court and, by unanimous vote, were dismissed and the law held as constitutional. In handing down its decision the court held that Congress had never conferred upon the public the right to graze upon the public domain but that such a right had been given only permissibly.

FABRIC LABELING

No action was taken before adjournment of Congress on either the Merritt

bill pending in the Lower House or the Capper bill reported by the Senate Committee.

The Wyoming state law is still awaiting decision as to its constitutionality by the supreme court of that state. The Colorado legislature is still in session and has before it a bill modeled after the Wyoming law which is reported to have good prospects of success as the result of the continued effort of Kleber H. Hadsell, president of the Wyoming Wool Growers Association. The measure, however, is being strongly opposed by the Rocky Mountain Clothiers Association and others of the retail interests.

There is a growing custom among manufacturers of virgin wool goods voluntarily to label and guarantee their output. This custom was inaugurated by Scotch manufacturers a few years ago and is being employed by some distributing concerns in this country. For some reason the manufacturers of worsteds, which are always of virgin wool content, have not adopted the custom. A number of the makers of higher class woolen goods in which shoddy has been used most frequently are now attaching to their samples the voluntary guaranty that all virgin wool and no shoddy is contained in the fabric.

Patronage of concerns making such guaranties offers an opportunity for those desiring to avoid purchase of shoddy fabrics to serve their own interests and and at the same time to encourage a laudable undertaking on the part of these concerns.

THE GUARDIANS OF ANIMAL HEALTH

Western stockmen generally are fully appreciative of the great service rendered by the field representatives of the Bureau of Animal Industry of the Federal Department of Agriculture. While the higher officials of this bureau who maintain their offices at Washington are also concerned with valuable lines of research regarding animal disease, the more arduous and less attractive routine work is performed by a valuable, trained staff having offices in each state.

It is the well-performed duty of these

men to know at all times regarding the health of all classes of stock in their territories. They cooperate with state officials in stamping out contagious forms of disease in their initial stages and through this function alone have prevented the spread of many attacks which, if not attended to, would have caused wide quarantines and serious hindrance to the free commercial movement of live stock from range to range and to central markets.

Notwithstanding a long record of unusual service their compensation is seriously inadequate and entirely out of proportion to salaries paid in other less exacting lines. Field representatives in the Federal service enter employment after high school and college courses and difficult civil service examinations at a salary of \$1,860. In six years they may receive promotions to bring their salaries up to \$2,400, and at \$2,500 the maximum is reached. These salaries have not been advanced for a considerable number of years, notwithstanding the fact that all branches of Federal employees in the District of Columbia have had their compensations materially increased to keep pace with the recognized advance in the cost of living. Just who is responsible for this serious oversight, it is impossible to state. It can only be considered as false economy for the Federal government to undertake to retain this corps of faithful men at such inadequate rates of payment. While it might be possible to do so, such a policy would nevertheless be entirely uneconomical. It would mean that no competent young men would be attracted to the service and in the future there would be an inadequate and incompetent staff of field veterinarians in charge of the health of our live stock. There is no doubt that the stockmen of the western states and all other persons who understand the past record of the field representatives of the Bureau of Animal Industry strongly desire that the compensation of these valuable and indispensable employees shall be placed at a level that is commensurate with the character of the service they are rendering.

AROUND THE RANGE COUNTRY

The notes on weather conditions appearing under the name of the various states are furnished by J. Cecil Alter or the U. S. Weather Bureau, and based upon reports and publications of that bureau.

The letters are from interested readers. The Wool Grower welcomes and desires such communications from any part of the country and also invites comments and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

WYOMING

The plains regions have been cleared of snow by mild weather of late, the snow being limited to the foothills and mountains. Farm work has been retarded by cold, wet weather. Soil moisture conditions are excellent, or good over the state. A considerable amount of live-stock feeding is still being done, though meadows and grasses are making a little growth. Shed lambing has progressed favorably, with good percentages of increase. Live stock are in fair to good condition, though they have suffered several trying spells of weather, including frequent snowfalls during the month.

Laramie

Conditions were good here during February; there was not much snow. Up to the present, March 1, there has been no contracting in either wool or lambs. The number of ewes to lamb this year is about the same as a year ago and only about ten per cent of the ewe lambs were retained last fall for breeding purposes.

Most of our sheep use the range all winter and it is pretty well stocked at present. Alfalfa is priced at \$11 a ton. Herders are getting \$75 a month.

A. L. Hurich.

MONTANA

Much live stock feeding is reported in eastern and northern sections, but grass is beginning to grow, and needs only a few warm days to improve greatly the live-stock feed situation. The far eastern ranges are beginning to need rain. The

lowlands are largely bare of snow to the foothills. Live stock along the Canadian boundary have suffered some because of the persistent, cold weather, and the consumption of feed has depleted the available supplies more or less seriously. Many work horses perished on the range, being unable to endure the privations to which the cayuses are accustomed. Indoor lambing has begun without hindrance.

Clyde Park

The weather during February was cold and blustery with some light snows, and at present, March 6, most of the winter feed is under the snow. About three-fourths of the sheep are fed during the winter and the rest run on the range. Alfalfa hay can be had at \$7 to \$8 a ton.

As we raise blackfaces, we do not keep any of our ewe lambs for our breeding bands. We expect about the same size lamb crop this year as in 1926. Have not heard of any lambs being contracted yet. We started to lamb here in April and fed alfalfa hay, cake and oats.

Wool has been tied up at 34 and 35 cents. We tag our sheep and shear in front of the bag. We also shear all of the wool blinds out about thirty days before lambing. This is done with machines. We furnish a man for each shearer to set the ewes up. We carefully take off about one-fourth pound per ewe and sack the tags separately. They are sold at shearing time with the rest of the wool. We pay the shearers two cents each; the total cost for all help and board for shearing faces and tagging is about four and a half cents per head.

C. R. Bridgman.

IDAHO

Moderately cold weather has retarded vegetation growth and live stock are still largely on feed. Lambing is progressing satisfactorily however, and there is soil moisture enough for meadows and ranges when warm weather comes. The season is more advanced in the panhandle section, and range development and farm work are further along. Plowing and seeding have been delayed by cold, wet weather in southern counties. Some scattered losses of lambs due to cold rains

occurred. Winter wheat is in good condition.

Naples

All of the sheep are run on farms in this vicinity. We have no winter range, but plenty of summer grazing ground. There is no stacked alfalfa to be had here, but baled alfalfa hay shipped in, costs from \$20 to \$22 a ton.

We have had lots of rain and snow and some very cold weather since the first of the year.

Lester A. Harris.

Hayden Lake

March weather has been very unusual, cold, damp and rainy with skiffs of snow. Feed is poor at present, but as soon as the weather settles it should be good. About the same number of lambs were dropped this year, as in 1926, but on account of the weather, the losses have been much greater.

At present and for the past number of years there have been no locally-owned large bands of sheep, consequently our mountain ranges are used to graze flocks brought in from a distance. These ranges are very good but the predatory animal disturbance is a big drawback.

Our local flocks are all farm flocks and these are on the increase. When not too closely confined, our flocks can run out the year round with very little extra feed except when we have snow. On this account during a normal winter we can handle our flocks reasonably cheap. February seems to be our snow month, so we find it to our advantage to have our lambs start to drop about the middle or the last of March. This year, however, we are experiencing a very unusually late spring and by lambing in March we have met about the same conditions we would normally expect in February and this caused quite a large loss of lambs, much more than normal.

Our local conditions, coupled with our abundant forest range, presents what appears to me to be quite an outstanding opportunity for some one to establish a medium-sized band of sheep.

Whatever you do, please do not put that sheep herder Wormwood and his

show completely out of business because we may need him to entertain and console our missionaries who had enough sense to move out of China when moving was in order.

George Erret.

OREGON

Wet weather, and very wet soils, prevailed much of the month, especially in western counties. The last ten days were drier, with some sunshine, but showery weather has persisted intermittently. Frosty nights retarded the growth of winter wheat, though the crop is generally good, in spite of some winter killing. Farm work has made only moderate progress. Pastures have made appreciable improvement in the last two weeks. There has been no complaint of the condition of live stock.

Lakeview

We have had a few warm days this month, but most of the time it has been stormy with cold nights. Feed prospects at this time (March 28) are the best in years. The cool weather is holding the grass back and the snow banks in the mountains guarantee good late feed.

A few old ewes have been sold recently at \$14 a head. I sold my old ewes last fall at an average price of \$10 and some yearlings at \$13, and bought enough lambs to make 5000 yearlings this spring.

Most of the lambing is done on the range in April. About the same number of ewes were bred last fall, but I look for a smaller crop this spring. During the past few weeks some lambs have been contracted for fall delivery at 10½ cents a pound.

The shearing rate for wool is 15 cents with board. So far no wool has been tied up in this locality. Our system of marketing both wool and lambs is obsolete. It discourages improvement in stock. But how can things be changed?

J. Lyon.

Longs Creek

March has been a stormy and cold month. Lambing commences in April. So far I have not heard of any lambs being contracted, nor any wool being sold. Shearing is to be done at 12½ cents with board.

Grant Harer.

Gresham

It rained most of the time during March; only a few nice days. There is a lot of grass at this time (April 1), but it has not much strength.

All of the sheep in this part of Oregon are in farm flocks, ranging from ten to two hundred head. The sheep look good, and shear good fleeces, and raise nice fat lambs. Shearing has not taken place yet, but the rate will be between ten and fifteen cents per head with board. The wool usually runs clean and light. Our lambing this season was good. We have more lambs in proportion to the number of ewes bred and they are strong, fine-looking lambs. No lambs are contracted here.

Some shorn yearlings have sold at from \$12 to \$15 a head and older ewes at \$10 to \$15.

Most of the sheep here are of the Down breeds. There are a few coarse wools and some fine, but not many as they do not stand the wet weather so well as the Downs. They get their living from the hay land and on the winter grain; do not take much dry feed and as a rule do well. The farmers, however, are careless with them, careless about their breeding. A good many let their rams run with the ewes all the time and have lambs of all ages, many of them being in-bred. The farmers do not keep their sheep trimmed, very seldom castrate or dock their lambs, and yet their sheep make them as much or more money than anything they raise.

I have been with sheep all my life; was born and raised in eastern Ohio in the old "Delaine" belt—fine wool and nothing else. I have shorn two-year-old wethers that clipped twelve to fourteen pounds of Ohio Delaine wool, that had wrinkles from the end of their noses to the end of their tails, and if their pelt had been stretched out it would have covered two sheep. If you clipped twenty of them you did a good day's work.

I have a small flock of pure-bred Shropshires at present. There are lots of sheep raised in the Willamette Valley—some fine flocks of Shropshires and Hampshires.

I get a lot of "kick" out of a "Letter From a Shepherd to His Pal."

James Sterling.

Corvallis

Everything is going pretty well in Oregon at the present time (March 14). We have a better prospect for grass and for irrigation water than we have had during the past few years. Recent improvements in the Portland lamb market have also been most welcome. Lambs marketed in the last two weeks should at least pay the feed bill, which is more than the feeders will get out of their lambs that were marketed a month ago.

E. L. Potter.

Maupin

The weather during February was very disagreeable and the range at present (March 3) is in very poor condition. We feed the entire bands during the winter, however. Fifteen dollars is the present quotation on alfalfa hay in the stack.

We are lambing about the same number of ewes as in 1926, and about half of the ewe lambs were kept last fall to take the place of the older ewes. No wool or lambs have been contracted yet.

Herders are receiving \$75 a month.

W. E. Hunt.

WASHINGTON

The spring season is considered to be from a week to ten days behind normal conditions, and is much later than last year at this date. Spring wheat seeding is progressing. Live stock are beginning a movement toward the summer ranges. Lambing has progressed generally with satisfactory results, and the offspring in good condition. Soils have been too wet for farm work in many sections.

Starbuck

March weather has been fine, with lots of rain and no frosts or freezing, and the grass on the hills couldn't be better. There has been no contracting of lambs here for fall delivery. I will not finish lambing until April 20, but think the crop for this vicinity will probably be a little larger than last year, although about the same number of ewes are to be lambed.

The growers here ship their wool to the Pacific Cooperative Wool Growers at Portland, so there has been no contracting

at all. Fifteen cents with board is the shearing rate for this year.

No sales of ewes have been reported.

J. M. Moran.

Toppenish

February was a very wet month, with quite cold nights part of the time, and the grass on the ranges is just starting to grow (March 17), about twenty-five days later than in 1926. We fed all of our sheep during December, January and February. Alfalfa is selling at \$8 to \$10 a ton.

I have heard of no deals in wool or lambs so far. About the same number of ewe were bred this winter as in 1925. The ewe lambs are seldom kept for breeders here. Wages for herders are \$75.00.

Henry Wechter.

CALIFORNIA

Ranges and pastures have been making rapid growth of late after an extended period when soils were heavily soaked, and are now rated as excellent. Live stock are in satisfactory condition. Grains are making a fine growth, and spring seeding in interior counties is nearly completed.

Sutter

March weather for the most part has been warm with some rain. Feed conditions are excellent.

There were more ewes lambing this year than in 1926, about five per cent more, but the lamb yield was smaller by two or three per cent. Contract prices on lambs range from 11½ to 12½ cents with delivery any time up to June 15. Thirty cents seems to be the common figure for all kinds of wool around here. Seventeen cents with board is the shearing rate this year. Shorn yearlings are being sold at \$10 a head.

Woodland

We are having fine spring rains (April 1) which insures good feed for all live stock.

The price for early spring lambs is holding up well, 12 cents to 13 cents is being paid now.

F. N. Bullard.

Gridley

Conditions at this time (March 3) appear to be the best generally for about

thirteen years. Sheepmen report fewer twins than normally, but lambs are doing well despite the heavy rains. Our stud Corriedale lamb crop looks better than ever and shows just another step in ad-

ASSOCIATION DUES IN ARREARS

A considerable number of old members of the National Wool Growers Association are in arrears in payment of their annual dues.

Members located in Montana, Wyoming, Colorado, Nevada, Texas, Washington and states farther east should make payments direct to the Association office at Salt Lake City. The dues are one cent per head of sheep or lambs shipped each year.

In other western states dues are payable through the state associations.

Reminders have been sent out to old members in arrears but responses and payments are arriving very slowly. The association officers are especially desirous that dues shall be paid early this year and that a large number of new members shall be enrolled. Only through an increase in the amount of dues paid can arrangements be made in time to ensure making a start this year on the work of increasing lamb consumption, which plan was presented at Butte and enthusiastically approved by our membership. The special committee is at work in trying to raise funds for this work from other sources but the plan of car collections upon which they are engaged, if brought into effect will not produce revenue until late in the fall—too late for authorizing the expenditures needed for preliminary arrangements and supplies of printed material. The association will authorize these advance expenditures, provided dues are forthcoming in sufficient amounts to justify that action.

PAY NOW—GET A NEW MEMBER

vancement toward an ideal dual purpose sheep.

Wool is well grown in this locality and should have a light shrinkage. Many of the clips have been contracted at from 29 to 38½ cents, depending on the length of the staple and freedom from burs and other defects.

Asking prices for sheep do not correspond with prediction in some circles last year that they would drop. There are still too many old ewes in this country that have to be replaced to warrant much of a decline in prices for good fine-wool young ewes. However, there must have been a heavy mortality of old broken-mouthed ewes this winter, based on losses

of similar previous winters.

Lambs sired by Shropshire rams were the first to market in California. They were ready January 15, weighed 61 pounds off cars and dressed 56 per cent, netting grower fourteen to fourteen and a half cents a pound. They graded choice and uniform. The lambs could not have been over three and a half months old.

Walter Chas. Priddy.

NEVADA

While there was a little abnormally cold, stormy weather, the month averaged milder than usual. Precipitation has been ample for current needs, but is somewhat less than normal as a rule. Lambing operations have been conducted under comparatively favorable weather conditions, and with satisfactory increases. Lambing is nearly completed in many localities, and shearing is beginning. Cattle and sheep are doing well, and sheep are moving toward the foothills. Meadows and range grasses are developing favorably. Farm soils are too wet for plowing in places, but grains are in good condition.

Parker

We have had mild weather during February and early March, with some snow and rain, and the feed on the range is fairly good in most places at this time (March 10). Practically all of the sheep use the range during the winter here. Alfalfa hay can be purchased at \$10.

Wool, shrinking around 60 per cent, has been contracted at 30 cents a pound. No lambs have been contracted as yet. I think that the lamb crop will be somewhat larger than a year ago as there are about twenty per cent more ewes to be lambed. We kept about half of the ewe lambs last fall for breeding purposes.

Herders are getting \$90 a month.

Thos. McMalley.

UTAH

More rain and snow than usual fell in most counties, and range and soil moisture supplies are very gratifying, though some desert areas are becoming deficient in live-stock moisture. Browse and grasses have made slow but satisfactory growth, and are being grazed

rather generally, relieving the feed supplies. Muddy corrals and feed yards together with some cold, stormy weather caused some inconvenience, but in general live stock have done very well. Lambing under cover progressed without hindrance of importance from the weather, and a little farm shearing has been done.

COLORADO

Moisture conditions are generally good for meadows and ranges, but temperatures have averaged too low for rapid development of vegetation. The snow cover has just left the intermediate levels. Live-stock shipments are on the increase from southeastern counties. Farming operations have been delayed by storms and wet soils. Inclement weather was detrimental to live stock, and some loss of both lambs and calves was reported during the month. Live stock are still largely on full or part feed. Unsurfaced roads were only fair or poor during the month generally.

Durango

Lambing does not start here until May, but present indications are that feed will be in good condition at that time. Half of March was stormy, with lots of snow and rain; the rest of the time it has been nice.

No sales of ewes have been reported here. Lambs have been contracted at ten cents and from 27 to 30 cents has been paid for wool, estimated to shrink from 62 to 68 per cent. A. H. Long.

Aguilar

We had one hard storm and about two inches of snow early in March and since then we have had several light falls of snow. On account of the open winter and lack of moisture, feed is not plentiful, but the late snows will probably bring the grass early. There is plenty of alfalfa hay in the stacks.

No wool has been contracted yet, but lambs for fall delivery have been signed up at ten and ten and one-half cents.

Lambing is just in progress (March 26). There will probably be more lambs in this section as more ewes were bred last fall and conditions are more favorable than a year ago.

Eight cents a head with board is the rate talked of for shearing this year.

A. I. Lindsey.

ARIZONA

This has been a cold, stormy month in many sections of the state, though recently it has been warm enough for range browse and grasses to gain a good start at the intermediate levels. Dry weather during the last ten days of the month held back some pastures in eastern and southern counties. The water supply has been ample, however, and live stock have done fairly well, and are improving.

NEW MEXICO

Live stock over the state generally have remained in good condition. The weather has been mild, and storms have not been frequent nor heavy. In fact range soils are needing moisture in many sections, especially over the southeastern portion, and grasses have not developed satisfactorily for want of moisture. It has been too wet to plow in many southern counties. Ranges may be rated from fair to good, and will need moisture for a decided change for the better.

Deming

We just finished (March 14) with a fine bunch of Rambouillet lambs which began to drop the last of January. Range was unusually good in these parts this winter. It is a welcome change. There are not many sheep hereabouts. I recall only five small bunches in this county.

All classes of stock are doing well and prices are the best in years—two great causes for optimism.

A. S. White.

Aztec

We had lots of rain and snow during February. The winter range is pretty well fed over and an early spring would be of great benefit. About ninety per cent of the sheep run on the range all winter, but we feed corn and oil cake there from sixty to ninety days every year. Alfalfa hay in the stack can be had at \$6 and \$8 a ton.

I estimate that about ten per cent more ewes lambed this year than in 1926 and from twenty to twenty-five per cent of the ewe lambs were kept last fall for replacement purposes. There is no room here on the range for much of an increase in the flocks.

No activity in wool or lambs has come to my knowledge.

J. F. Ridenour.

Ocate

There was some wind and a little snow during March, but on the whole the weather was good. The entire winter has been very mild and the range around here is very fine. All stock are in excellent condition.

We have not lambed yet, usually do so in May, but everything points to a good crop, as good as last year's anyway. A few contracts have been signed for lambs at \$5 a head with delivery at home, or ten cents a pound at the scale. Wool has been sold at 25 cents a pound.

John Faldez.

WESTERN TEXAS

Live stock and ranges have been generally fair though the weather has been rather cold and stormy part of the time. Grasses have come on in fairly good shape in southern and central portions, and are now making rapid improvement; but live stock in the panhandle are awaiting a more abundant growth of grass, where the range is only fair. Range soil moisture is considered to be ample.

Eden

A good rain fell on February 7th and 8th and covered everything with ice. The rest of February was pretty nice and there was another good rainfall on the 7th and 8th of this month (March).

Range conditions in this section are good, but we usually feed our sheep there a little during the winter months. There is room on our farms and cattle ranches for more sheep than we have at present.

Our lamb yield should be greater than in 1926, as we bred about 25 per cent more ewes. We kept about one-fourth of the ewe lambs last season to replace the old ewes this year.

I have heard of no contracting on lambs, but wool in this section has been selling at from 35 to 37½ cents a pound.

J. B. Swain.

EASTERN NORTH DAKOTA

Hope

The past winter in eastern North Dakota was rather severe. From November 10 to January 7 it was continuously cold and from then on until February 22,

(Continued on Page 43)

The Australian System of Orderly Wool Marketing

The Wool Selling Agencies—Preparing the Clips—The Auction Sales

By R. B. Millin

The Australian system of selling wool has long been recognized throughout the world as the best yet devised for the marketing of this important commodity.

In the development of this system the sheep men have given thorough and hearty support but to an American observer it seems that the real backbone of the system is the selling agent or wool broker.

A relatively few brokerage houses handle almost the entire clip of Australia's hundred million sheep. These brokers handle wool on commission only. Occasionally they are owners of wool but this is because they have produced it on their own properties and not because they have bought it. This wool is marketed in the same way as the wool from any of their clients. These brokerage houses act as the selling agents of the producers and because of their direct contact with the representatives of the manufacturers they are in an excellent position to obtain suggestions as to the improvement needed in each clip to make it more satisfactory to the trade. A thorough knowledge of wool production enables them to offer suggestions to the producers which result in the production of better wool or better methods of preparation for market.

Preparation at Shearing Time

Many American sheepmen are familiar in a more or less vague way with the Australian methods of preparing wool for market. However, as it is really an integral part of the Australian marketing system a brief and non-technical resume may not be out of place. While firmly established, the method of preparing the clips is not an essential part of the selling system with which this article principally deals. The orderly through houses that own no wools is the feature of first interest to American growers. Skirting and classing of the fleeces facilitates selling by auction to wool buyers.

The thoroughness and standardization

the shearing of the sheep in a certain definite way which results in the belly wool being kept separate from the rest of the fleece. This belly wool is looked over and any heavy sweat locks or urine over again and classed or graded into stained wool are removed and each kind

preparation of all the wool for the market. He places it in one bin or another depending on the age and sex of the animal from which it came as well as the length, strength, fineness, character, color, shrinkage, etc. of the wool itself.

As the classer or his assistants fill up



Buyers making their examination and appraisal of sample bales preparatory to placing their bids in the auction room.

of the system is shown in the fact that the preparation for market starts with of wool is placed in a separate bin. The fleeces are thrown on a slatted table and skirted. The object of the skirting is to have the main part of the fleece of a light shrink, with a relatively even quality of wool throughout, and as free of foreign matter as conditions permit. This is done by the removal of any heavy dunglocks or tags, sweat locks around the flanks, and a certain amount of wool from the edges of the fleece that is inferior to the main body of the fleece, as well as parts of the neck wool if it contains sticks and leaves, or the back if the dirt and dust has worked deeply into it. The body of

the fleece is rolled up and passed to the classer who is responsible for the proper the bins with the different lines of fleeces and parts of fleeces the wool is taken out and baled. On the bale are stenciled the name of the holding, an abbreviated description of the contents, the number of the bale, and usually its weight. The standardization that runs through the whole marketing system is shown here again for there are certain places where this information is to be placed on the bale and certain places that must not be used by the owner.

On arrival at the warehouse the bales are all weighed. Should there be any important difference between this weight

and the owner's weight the questionable bales are reweighed. The bales are then stored away in the warehouse. The number of bales of each class of wool is noted and filed for future reference. If on inspection it is found that two or more lots of the clip can be grouped together for sale this is done in order to reduce the number of lots to be sold and to make the offering more attractive to buyers who usually prefer to buy one large lot rather than two small ones.

Inter Lotting

When the number of bales in a lot is less than five a special effort is made to group them with other bales containing the same quality of wool. When they can be grouped with other bales from the same property this is done.

If they cannot be grouped with bales from the same property they may be grouped with bales from other properties. This is most often done with bales from small farm flocks and is usually called "interlotting." Lots of fewer than five bales are called "star lots" and are sold in a special sale.

The extreme care used in interlotting is illustrated in the Freemantle warehouse of Elder, Smith & Co. where the number of classes for interlotting is exactly 1000 and the factor of shrinkage does not enter into these classes. A specially trained man makes the classification and after he finds that bales from two or more properties are in the same class the shrinkage is estimated. If the estimates of shrinkage are practically the same the bales are interlotted and sold as one lot. If not they are sold separately.

Before the Sale

The sample bales from each lot are taken to the display room for examination by the buyers in advance of the auction. This is usually on the top floor of the building when special roof construction gives an excellent light for such work. Here the buyers come with the catalogues which the brokers provide and examine the wool. The bales have been opened at the top and split down the sides so that a good chance for inspection is afforded. The buyers look over the wool and mark in their catalogues their estimates of the values of the lots in which they are interested. The represen-

tatives of the brokerage houses also place an estimate on the value of each lot.

Every year a group of men representing the growers and the brokers estimate the production of wool for the coming season and then set the dates of the sales to be held in each of the wool selling centers and the number of bales to be offered at each sale. Thus there usually are several sales in each city at intervals of a month or more. The buyers are given sufficient time to enable them to travel from city to city and to inspect the wools offered by each broker at the different selling points.

When the sale date comes the buyers and the representatives of the brokers meet in the auction rooms after having examined and appraised the sample bales from the lots to be sold that day. There are usually two of these rooms, one for the main sale and the other for the star lots. As there usually are two buyers for each concern the two sales proceeding at once work no hardship on any one.

The Auction

The main auction room is usually arranged in the form of an amphitheater with the auctioneer in the center of the front and the buyers ranged in the rising tiers of seats in front of him. A gallery above provides room for interested owners and their friends.

The various brokers have drawn lots to decide who shall sell first and the auctioneer representing the first firm starts the sale. He announces the lot number and calls for bids. He then stops until the bidding ceases, usually only a fraction of a minute. If a buyer wants a certain lot of wool he must call out his bid and if it is raised he must increase the bid again without waiting for a sign from the auctioneer. The result is very rapid bidding until no one will raise the last bid. The auctioneer stands with hammer in hand and the moment the bidding stops the hammer falls and the purchaser's name and the price are called out. The next lot is quickly announced and the sale goes on with a speed seldom seen in American auction sales.

Sometimes the auctioneer finds the highest bid received is below the price his firm has set out on that lot of wool and he may withdraw the lot from the

sale. Such lots may then be sold privately if the desired price can be secured or they may be put in the next sale.

After the sale the bales on the show-floors are repacked, sewn up, and with the other wool sold are shipped out in accordance with the buyer's orders. New wool is continually coming in and the preparations are repeated for the next sale.

To one accustomed to our American method of selling wool by private dickering at the corral or at the hotel, one of the most interesting features of the whole system is the attitude of the producers toward the system and the large brokerage houses.

The producers are firmly back of the system. Hardly a month goes by but you will see in some Australian paper an article or letter from a producer pointing out the great value of the system and the brokerage houses, not only from a standpoint of financial returns to the producer on his immediate wool clip but also from the educational standpoint as it affects future profits, and the grave danger of making any changes except those that are certain to give definite improvement.

Prices Show Value of Clips

For a producer to walk over a show floor and see his own clip opened in direct comparison with others and to see it sold on its merits is the start of one of the finest wool educations a producer can get. To complete it he must get suggestions from the representatives of his selling agents as to what improvements he should make in his clip, and then get from them and from growers who regularly top the market, suggestions as to how it can be improved. Then he can go home and try out the suggestions, returning year after year to the sale for new ideas and a discussion of his successes and failures with men who are doing better than he is.

Speculative Buying

Sometimes men go out and purchase clips, usually small ones, direct from the producers but even these men usually consign this wool to the sales through one of the large brokerage houses. This type of buyer however often meets with scant courtesy from the larger operators



Wool buyers awaiting the opening of the auction selling.

and the amount of wool bought direct from grower by dealers or manufacturers' representatives is very small indeed.

For one of the large brokerage houses to go out and buy wool would mean the loss of almost their whole wool-selling business and a good reputation that has been jealously guarded for many years.

Shortly after the war when wool was low one man bought quite a little direct from the producers according to the story told the writer. Later a rumor got around to the effect that he was borrowing money from one of the large brokerage houses to finance his operations. He was not acting as their agent, but was borrowing money from them. The sheepmen of the neighborhood have not forgotten the rumor and any mention of it brings forth a hearty and spirited disapproval of that way of doing business.

The reaction of the average Australian sheep man to any connection of their commission men with speculative operations illustrates how thoroughly they appreciate the value of the present system of having their clips sold by concerns that do not speculate in wools and their determination to see it take no backward step. They realize, however, that certain minor faults exist, and that in some

ways there is a chance for improvement and hope in the future to be able to overcome these faults and to make the system even better than it is today.

COVERED FACES OR OPEN MINDS

I have just finished reading the article, "Face Covering In Popular Breeds of Sheep," by J. F. Wilson. I should like to say first of all, that if Mr. Wilson is a college professor, as he insinuates he is, I want to take my hat off to him for being the first "Kollege Perfesser," I ever knew of, who was able to handle English as she is "spoke." I would have enjoyed reading his story even if I had not agreed with his text. As it was, I personally agreed with his style and text.

Not having been connected with the sheep game for several years past, I have rather gotten out of the present day flow of the sheepman mind. Yet from my view point of looking in, I have often regretted the present tendency toward face covering in our popular breeds. The unkindest cut of all to me, was when I stood silent and helpless at the ringside and saw a certain judge slam down cracking good Hamps, open-faced as they should be, for others not so good, but

feathered up like a Shrop or a blind Rambouillet. From that day to this I felt that the Hampshire breeders were doing the great breed a terrible injustice, and laying a foundation for just the kind of howls from the range men as Mr. Wilson cites in his story.

Not alone are woolly-faced sheep subject to ailments of the eye, and numerous other drawbacks, but if my memory has not failed me, open-faced ewes make very much better mothers. They are, as Mr. Wilson says, better able to see where the good feed is, likewise they are able to see a sneaking coyote, and it is so much easier for them to find a lost lamb. So far as I can see a range sheepman has absolutely no use for anything but a barefaced buck on the place.

It has never been quite clear to me why breeders insisted on face covering anyway. While I have never sheared a sheep's head and cheeks and weighed the wool, I venture to say that the labor involved in taking these patches of wool off, far exceeds the possible receipts of the wool bagged. And it would have to be put into popcorn bags at that.

But when all is said and done the one big point that Mr. Wilson brought out was, "There should be no difference between show type and utility type." There is the crux of the whole thing, and not alone in sheep classes. The generally accepted ultimate market of the flocks and herds is the ranch or farms of the man who produces the feeders or fat stuff. With this an established fact, it is a secret far too deep for me to understand why our breeders insist on handing out something that these consumers do not want.

It is my humble opinion that Mr. Wilson has opened the ball on one of the most vital cords, or discords, whichever way you wish to see it, of the sheep industry. I hope that his opening wedge will cause discussion to take place that will eventually lead to a get-together meeting of both breeders and range men. We have no use for blind, eyeless sheep. No doubt all will agree with me on this. But the fact remains that the time will come when this is just what we will have if the present tendency to face covering is not checked. How a Hampshire breeder of long standing can look a woolled-up Hamp in the

face, and at the same time try to make ten dollars change, honestly, is beyond me. I don't believe I could. In the first place the sheep wouldn't be a Hampshire to me, and if I convinced myself it was, I could feel the same way about nine seventy-five being enough for the ten dollar bill. Let's start opening 'em up so they can see the sunshine and feed.

Allyn T. Tedmon.

FACE COVERING IN SHEEP

I was much interested in Professor Wilson's article in the March Wool Grower on woolly-faced sheep. No doubt he has noticed that a resolution on this subject was passed by the National convention at Butte. To mind it was the most important resolution passed from a dollar-and-cents standpoint.

My interest in this subject is keen as I am breeding Hampshire sheep and every day see the evil effects of too much wool on the face. As I remember the Hampshire sheep twenty-five years ago, it had a black open face with legs bare below the knees. That was the type that made the Hampshire popular and not the little woolly fellows we have today.

Range men have an annual sheep loss of around ten per cent. Probably fifty per cent of this loss is due to wool blindness and especially is this true of fine wools.

Among my feeder lambs last year I had 500 pure-bred Delaine wether lambs, all with open faces. Our hay was full of cheat grass and most of the winter was spent picking it out of the eyes of Rambouillet lambs. When one of these grasses stays in the lamb's eye three or four days I figure thirty days' gain has been lost. Some hay that I purchased had so much cheat in it that I had to feed it on the ground on account of the woolly-faced Rambouillet lambs. However, my Delaine lambs were not troubled with sore eyes at all and while they were not fed separately, they handled much better in the feed lot than the Rambouillets. One day while we were picking foxtail out of Rambouillet eyes, my neighbor, who also feeds lambs, came along. He had just weighed his lambs and remarked "the pen that had the most sore eyes made the smallest gain."

I do not understand why we breed woolly-faced sheep anyhow. They are not the equal of the open-faced sheep at any point. Excessive wool on the face means a smaller sheep, a sheep less hardy and, strange as it may seem, a producer of less wool and shorter wool. The tests carried out at Dubois showed the woolly-faced Rambouillets producing less wool and shorter wool than the open-faced ones. My personal experience with Hampshires indicates that the woolly-faced Hampshire is smaller, less thrifty, and harder to handle than the open-faced one. The woolly-faced sheep has one redeeming feature—he is a better show animal when properly fitted.

Many sheepmen in Idaho are using half-bred Suffolk-Hampshire rams the last few years. These are barefaced sheep that produce a lamb with an open face. If this lamb has any advantage, it comes from his bare face. He sees better, gets around better and feeds better.

My Hampshires have as much wool on their faces as the other fellow's. We are all using woolly-faced rams and it cannot be otherwise, but I know it is wrong. If the craze goes on for ten years, the Hampshires will be no larger than the Shropshire. The Hampshire Association ought to take warning before it is too late and amend its standard disqualifying for show purposes all Hampshires with "wool below the eyes."

S. W. McClure

Editor's Note:

(At the last annual meeting of the American Hampshire Association a motion was passed providing that judges of Hampshires at shows supported by the association should be instructed not to discriminate against sheep on account of having open faces.)

COMMENT ON OPEN FACES

I was very much interested in Prof. J. F. Wilson's article in the March Wool Grower, pertaining to face covering in popular breeds of sheep and am very much pleased that he came to the front and stated the facts. Although the truth does hurt at times, it is best that it be told. I know that at present there is a wonderful foundation for the best of sheep in this country, brought to that

standard by hard labor and constant study. But to make the Shropshire, Hampshire and the famous Rambouillet—the two latter are a great pride to any sheepman—a success, we should seriously think of an open-faced sheep.

I had the opportunity to study sheep in Scotland when I was a boy and also in Australia where I was fifteen years ago. I hope they have stopped blindfolding the poor Merino since then. I mean I hope they have found a way to produce them with a more open face.

Professor Wilson could have gone stronger in his statement that an open-faced Rambouillet will produce more wool or more weight than one blinded by wool. A covered face will not do well in any part of the country, let alone in the Sacramento Valley.

Murdoch Dingwall.

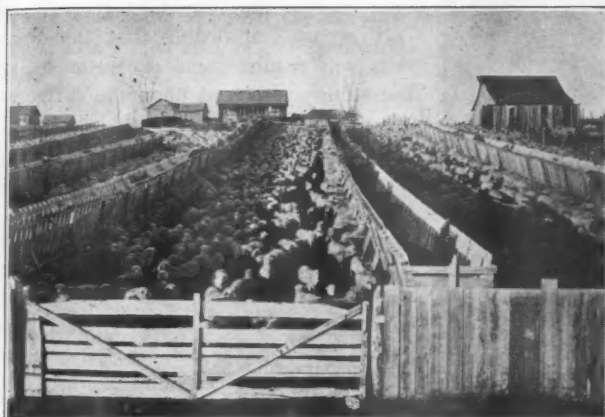
A MARKET FORECAST FROM KANSAS CITY

March prices for fat lambs went a long way towards creating a bull market for range lambs and in the period the market made its greatest advance. Traders were active buyers for June to November delivery. The producer now has his sights set pretty high for fall delivery feeding lambs, and it is doubtful whether or not the winter feeders are going to pay as high as last year. It is a pretty sure guess that feeders east of the Missouri River will not be the aggressive factor in price marking they were last summer and fall.

April will start the movement of California and Arizona lambs eastward. Late April will find the early southern lambs showing up in Buffalo and Chicago. The next two weeks should see most of the winter fed lambs marketed and prospects now are that the fed lamb movement will show the most abrupt ending and the spring lamb run the most sudden beginning ever recorded. There is no material accumulation of frozen mutton and dressed lamb on hands. Stocks in coolers are unusually small for this season of the year so that the new lamb crop will not have to go against an accumulation from the winter fed offerings. April should see a good sheep market all the way through.

C. M. P.

Colorado Lamb Feeders Study Feeding Experiments



A few of the million lambs that are usually fattened each winter in northern Colorado.



The lamb feeders in session at the College Feed Yards.

Four hundred lamb feeders of northern Colorado responded on March 25 to the invitation extended by the Colorado Agricultural College to be present on Lamb Feeders' Day and discuss the results of the feeding experiments just closed by the Animal Investigations Section.

Colorado lamb feeders are in good spirits this spring. Last year weather conditions were unfavorable during the winter for putting on gains. The markets were low and holding for better prices resulted in an oversupply of heavy lambs and severe price discrimination. This year many of the feed lots are empty. It is frankly admitted that a mistake was made last spring in the announcements that went out regarding prices at which 1926 feeder lambs would be taken. As it worked out most of those who recognized the situation and decided to pay the going price for feeders, filled their lots late in the fall. Their lambs were not ready to ship until the corn-belt supplies were depleted and on the bulk of the Colorado shipments advantage of the later high prices has been secured. This was especially disconcerting to those who had gone through the winter without their customary employment of feeding and watching the markets, whose hay crops are still in the stacks, and who have no manure to put on their best fields. It is principally

these feeders who stayed out who have been anxious to make sure of having feeders next fall and who have placed orders that caused heavy contracting of feeder lambs in Wyoming and other states in March at prices running up to eleven cents per pound.

The Colorado lamb feeders cannot be said to be well organized. Opinions of some of the leading operators and of bankers who make loans on feeders have a good deal to do with the general attitude on prices and times of shipment, but there is no means for securing observance of any particular plan or policy in buying or in marketing. In the spring of 1926 when selling prices threatened to cause disaster a meeting was called and officers elected. It was thought that a plan could be worked out to secure a more orderly rate of shipping to market and of distributing shipments in a way to secure supplies at each market consistent with slaughter and selling facilities. Soon after there was an improvement in the markets and interest declined in this object of the organization.

Many of the members had also felt that some form of cooperative or organization action in buying feeders should be brought into operation, but the association was not responsible for the pronouncement of eight cents per pound for feeders which emanated from a Denver concern. This effort to establish an un-

reasonably low price last year is now severely criticized by many of those who delayed purchasing in the hope of getting cheaper lambs and many of whom stayed out entirely.

The lamb feeding experiments conducted for many years at the Agricultural Experiment Station at Ft. Collins have produced a large fund of reliable information of great practical benefit to those who annually feed over one million lambs in the vicinity and whose operations put northern Colorado in the lead in the lamb-fattening business. Earlier series of tests at the station covered studies of relative efficiency and values of various beet factory by-products, of methods of preparing and feeding alfalfa hay, and of the use of barley and other substitutes for corn. Most of the corn fed in the Ft. Collins section is shipped from Nebraska and Iowa and agricultural leaders are favoring methods of combining the section's crop system and feeding operations in a way that will make greater use of home-grown feeds and render feeders less dependent upon grains shipped in at prices that often are high and with which a considerable freight charge often is involved.

These phases of recent developments in affairs of the lamb feeders were outlined by Professor G. E. Morton, head of the Animal Husbandry Department in opening the morning session which was



Prof. C. I. Bray, Hollis R. Mills, Grant Hartman, Clyde Bartels, and C. O. Plumb, photographed on Lamb Feeders' Day at Fort Collins.

held at the feeding yards. Professor E. J. Maynard explained in detail the plans and results of the tests. As the amount and cost of grain from each ration were presented the lots of lambs were brought before the audience. It was emphasized that cheapest gains do not necessarily result in the greatest profit. The finish resulting from each ration must be considered, and this was shown by the condition of the lambs as they came in. The data sheets which were distributed also showed the market value of each lot as appraised on the previous evening by R. Brackenbury, a sheep salesman from the Denver market.

Four subjects of special and immediate interest to lamb feeders were assigned at the afternoon session at which Director C. R. Gillette presided. The grading of lamb carcasses by the packers and the retail butcher's attitude toward carcass weights was explained by E. Martin of the staff of Armour and Company at Denver. Mr. Brackenbury discussed the difficulties and possibilities of securing greater stabilization in factors that determine profits of feeders. Mr. G. M. Houston, an extensive and successful lamb feeder and farmer, drew attention to the strength of competition to be looked for in the future from corn-belt feeders who started lamb feeding last

season. He also stressed the necessity of establishing a better accord between soil and farm management systems and production of concentrates of live-stock feeding. In Mr. Houston's opinion barley should be more largely used for feeding, as it compares favorably with corn when cost is considered and fits well in the methods of crop rotation necessary for economical production and maintenance of fertility.

The Secretary of the National Wool Growers Association spoke regarding the common interests of range men and feeders and particularly in regard to desirability of united action in efforts to increase consumption of lamb in such a way as to provide outlet for a certain increased production without demoralizing prices and bringing serious injury to both raisers and feeders.

The ration tests which were reported by Mr. Maynard and demonstrated by the lambs themselves were planned to secure information on some feeding materials and combinations of feeds that recently have called for consideration and were not included in previous experiments.

clude complete details as to the actual degree of finish of each lot and market value as affected by the rations and

A further report is to be issued to in-

shown by actual selling prices and slaughter tests. This will be published in a later issue of the Wool Grower.

It is not improbable that the final tests will require some readjustment in the valuation placed upon the different lots and change the order of their standing on the basis of net profits. It was the opinion of some of those present that the lambs of lot 6, owed their higher valuation in part to their being more uniform in appearance and breeding than were the other lots. The lambs used were too mixed in size and character to permit making the lots as uniform as is desired in experimental work. The corn fodder fed to lot 6 contained a considerable amount of corn, making this lot the heaviest fed in the experiment. The heavier feeding gave larger gains, which, while not cheaper than those of other lots were most profitable because of the higher finish and market value.

The opposite extreme is represented by lot 9, which after the early part of the feeding period had a ration of only beans and hay. The comparatively cheap beans enabled this lot to show a very low cost of gain but at the same time they made the smallest gains and were appraised as the least finished lot in the experiment. Should the slaughter test show this lot to have been entitled to a valuation above \$13.25 it will appear in the supplemental report to be published later and to include full details of the marketing and dressing yields of all the lambs fed.

The notes on the experiment and the tabulated results as furnished to those present are printed below.

LAMB FEEDING EXPERIMENT Colorado Agricultural Experiment Station

C. P. Gillette, Director, Fort Collins, Colo.
Objects of the Experiment:

1. To compare improved panels and alfalfa hay self-feeders. Lots 1 and 11.
2. To determine the feeding value of cull beans. Lots 7 and 9 compared to lot 1.
3. To compare cottonseed meal and linseed oil meal. Lots 3 and 4 compared to lot 2.
4. To compare cut corn fodder and corn silage. Lots 5 and 6.

5. To compare the feeding value of dried beet pulp, siloed beet pulp, and pressed beet pulp fed with shelled corn and alfalfa. Lots 2, 8 and 19 compared to lot 1.

Lambs Used:

Grade range lambs were used. They were in good condition, vigorous and thrifty when started on the test. These lambs were sorted into 11 pens of 25 lambs each. The different pens were uniform in size, weight, type, and condition of lambs when the experiment was started November 10.

Alfalfa hay was fed without cutting and in self-feeders to all lots except lot 11.

Rations Fed:

- Lot 1. Corn, (hay self feeder), alfalfa.
Lot 2. Corn, dried pulp, alfalfa.

Lot 3. Corn, dried pulp, linseed oil meal, alfalfa.

Lot 4. Corn, dried pulp, cottonseed meal, alfalfa.

Lot 5. Corn, corn silage, cottonseed meal, alfalfa.

Lot 6. Corn, cut corn fodder, cottonseed meal, alfalfa.

Lot 7. Corn, cull beans, alfalfa.

Lot 8. Corn, siloed pulp, alfalfa.

Lot 9. Full ration cull beans, alfalfa.

Lot 10. Corn, pressed pulp, alfalfa.

Lot 11. Corn, hay fed in panels, alfalfa.

Feeds Fed and Methods of Feeding:

Shelled corn (14.9% moisture) hand-fed twice daily. Lambs were gradually put on full feed. They were fed one pound at 25 days; at 67 days on 1.3 pounds they were cut back to one pound. They reached 1.5 pounds 40 days following the first cut. They stayed on 1.5 pounds for 16 days and then were cut back to 1.25 pounds to finish.

Cull Beans (10.9% moisture) were cull seed beans from Greeley territory. Fed alone the maximum feed was one pound. Mixed equal parts with corn the maximum grain feed was 1.25 pounds.

Corn Silage (70.2% moisture) was of good quality with corn well matured. Silage and

fodder were from same field. The corn yield was 71.5 bushels (14% moisture basis).

Cut Dried Corn Fodder (14.7% moisture) yielded 4.9 tons dried forage per acre and 71 bushels of shelled corn. The maximum feed was 1.6 pounds daily.

Linseed Oil Meal and Cottonseed Meal. These protein concentrates were fed with grain. Maximum feed was .24 pounds daily.

Dried Beet Pulp (10.2% moisture) mixed equal parts by weight with corn.

Siloed Beet Pulp (88.9% moisture) was hauled from the Fort Collins Factory. The maximum feed was 5.2 pounds.

Pressed Beet Pulp (86% moisture) was shipped from the Loveland Factory and stored in a wire, straw lined enclosure. The maximum feed was 4.8 pounds.

The feeds used were charged at the following rates: Shelled corn, \$30 per ton. Dried beet pulp, \$25 per ton. Linseed Oil Meal, \$59 per ton. Cottonseed meal, \$35 per ton. Cut corn fodder, corn included, \$15 per ton. Corn silage, \$6 per ton. Cull beans, \$10 per ton. Siloed beet pulp, \$1.50 per ton. Pressed beet pulp, \$2 per ton. Alfalfa, \$10 per ton.

The records of gain made by each lot, feed eaten per 100 pounds of gain, final value, and profit returned are shown in the table.

LAMB FEEDING EXPERIMENT COLORADO STATE EXPERIMENT STATION

Estimated Financial Statement

Based on 120 day feed—November 23 to March 23, 1927

LOT NUMBER	1	2	3	4	5	6	7	8	9	10	11
Ration Fed	Corn	Corn	Corn	Corn	Corn	Corn	Corn	Corn	Cull	Corn	Corn
Alfalfa in Self Feeders to All Lots	Hay	Dried	Dried	Dried	Corn	Corn	Cull	Siloed	Beans	Pressed	(Hay
Except No. 11		Pulp	Pulp	Pulp	Silage	Fodder	Beans	Pulp		Pulp	Panel)
			L.O.Meal	C.S.Meal	C.S.Meal	C.S.Meal					
Initial Weight Lbs.	62.4	63.5	62.8	63.1	63.1	63.2	62.6	63.2	62.6	62.7	62.0
Final Wt. 120 Days. 5% Shrinkage....	99.8	98.1	103.0	103.3	103.5	106.7	95.8	101.5	93.1	100.7	96.1
Average Daily Gain, 120 Days.....	0.311	0.29	0.314	0.336	0.337	0.361	0.277	0.319	0.254	0.317	0.283
Initial Cost Per Lamb, 13.50 Cwt.	8.43	8.57	8.47	8.51	8.52	8.53	8.46	8.53	8.45	8.47	8.37
Feed Required for 100 Lb. Gain.....											
Shelled Corn	305.7	171.6	151.2	150.4	265.1	205.5	153.9	262.6		252.5	329.2
Cull Beans							153.9		238.1		
Dried Beet Pulp		171.6	151.2	150.4							
Cut Corn Fodder.....							320.7				
Corn Silage					363.4						
Pressed Beet Pulp										762.6	
Siloed Beet Pulp											
Linseed Oil Meal			52.6					796.8			
Cottonseed Meal				49.5	49.5	46.3					
Alfalfa Hay	635.5	665.0	538.8	555.7	395.1	276.5	759.7	544.6	866.0	505.1	737.3
Feed Cost of 100 Lbs. Gain	7.77	8.04	8.37	7.79	7.92	7.68	6.88	7.26	5.52	7.08	8.63
Feed Cost 120 Days	3.31	3.21	3.81	3.56	3.62	3.75	2.63	3.17	1.95	3.06	3.58
Interest on Investments 7%.....	0.27	0.27	0.28	0.28	0.28	0.28	0.26	0.27	0.24	0.27	0.27
Est. Shipping & Selling Expense.....	0.42	0.42	0.42	0.42	0.42	0.42	0.42	0.42	0.42	0.42	0.42
Est. Total Cost Per Lamb.....	12.43	12.44	13.01	12.77	12.84	13.01	11.77	12.39	11.06	12.22	12.44
Valuation per Cwt., March 23.....	13.75	13.90	13.85	13.90	13.75	13.90	13.50	13.80	13.25	13.80	13.75
Gross Return at Market.....	13.72	13.64	14.27	14.36	14.23	14.83	12.94	14.00	12.33	13.90	13.21
Profit Per Lamb 120 Days.....	1.29	1.20	1.26	1.59	1.39	1.82	1.17	1.61	1.27	1.68	0.77
Price Needed Per Cwt. to Break Even	12.45	12.68	12.63	12.36	12.41	12.20	12.28	12.21	11.88	12.14	12.95

Sheep Classes at the Intermountain Live Stock Show

A strong show of sheep was entered in the breeding classes at the annual show at the North Salt Lake Stock Yards held March 29 to April 2. Entries were light in the fat classes on account of the lateness of the season and the heavy movement of Idaho and Utah fed lambs to eastern and Pacific Coast markets. While entries were strong in the Hampshire and long-wool classes, what was probably the strongest exhibit of the show turned out in the Rambouillet section. All breeding classes were judged by A. G. Butterfield of Enterprise, Oregon.

RAMBOUILLETS

The exhibitors in the Rambouillet section were: John S. Dalton, Parowan; W. D. Candland and Sons, Mt. Pleasant; John K. Madsen, Mt. Pleasant; North Canyon Sheep Company, Bountiful; Manti Live Stock Company, Manti; and John H. Seely and Sons, Mt. Pleasant.

Ram, two years old or over (7 shown): First, John K. Madsen; second and third, W. D. Candland and Sons.

Ram, one year old and under two (6 shown): First, John K. Madsen; second, W. D. Candland and Sons; third, John K. Madsen.

Ram lamb, under one year (14 shown): First, John K. Madsen, second, W. D. Candland and Sons; third, John K. Madsen.

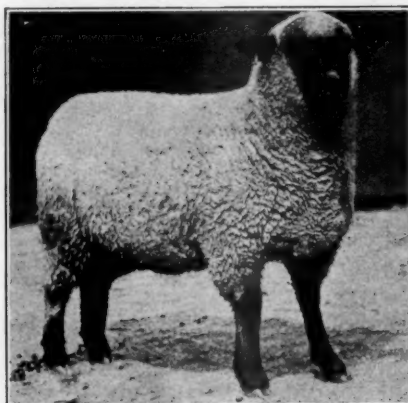
Ewe, two years old or over (2 shown): First and second, W. D. Candland and Sons.

Ewe, one year old and under two (7 shown): First, John H. Seely and Sons; second and third, John K. Madsen.

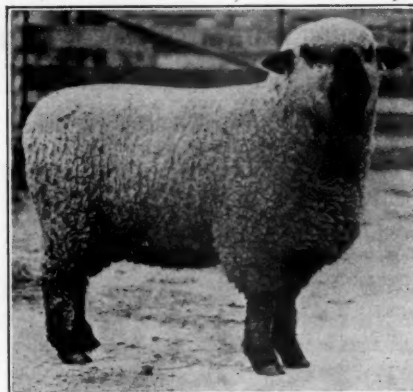
Ewe, lamb under one year (10 shown): First, second and third, John K. Madsen.

Pen of four lambs, either sex, bred by exhibitor: First and second, John K. Madsen; third, W. D. Candland and Sons.

Pen of four lambs, either sex, bred by exhibitor and get of one sire: First and second, John K. Madsen; third, W. D. Candland and Sons.



Nebeker's Hampshire ram lamb, winner of the special association prize for the best Hampshire fleece, for which class he was specially selected.



The Grantsville Club ewe lamb which was champion Hampshire ewe.

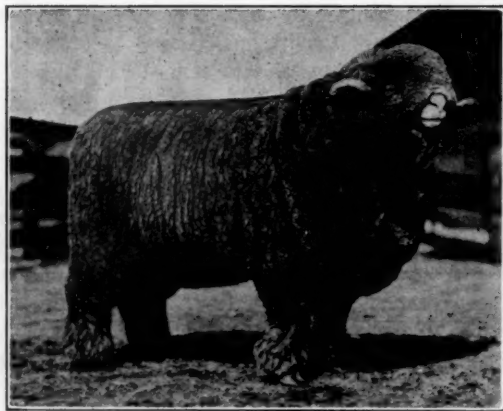
Flock—One ram, any age, under two, two ewes, one year and under two; two ewes under one year: First, John K. Madsen; second, W. D. Candland and Sons.

Champion ram—John K. Madsen.

Champion ewe—W. D. Candland and Sons. Special association award for ram of best mutton conformation: First, W. D. Candland & Sons; second, John K. Madsen.

The Madsen aged ram was strongly pressed by "Taxpayer," the Candland entry, which was favored for the first position by some of the ringside talent and later won the special award for the ram having the best mutton conformation. In the yearling ram class the Madsen entry, "Coolidge," repeated his performance at the Ogden show where he was awarded the breed championship. He is a low, thickly-made sheep of good type and head, with an excellent heavy and uniform fleece. The Candland entry in second place was a ram of more scale, heavily marked, but with a head of less strength than in the first ram. The Madsen third place entry was also of good heavy type but with a fleece inferior to those above it. The ram lamb class was headed by three stretchy entries of fine type and style. The first entry was somewhat better than the others in the head and fleece. The lamb standing in second position was of excellent mutton conformation with a well sprung rib, but less pleasing in the head and fleece than the first entry.

The winning ewe from the Seely flock was a ewe of unusual character and caused the judge some debate when she appear-



Madsen's winning yearling ram, champion of the show.



The Candland winning two-year-old and champion ewe.

ed in the championship class. From her hips forward she has a fleece of unusual density, crimp and character. The Mad-sen entries next below her were of good conformation but less satisfactory in fleece points. The three winning ewe lambs were of uniform type and age, the first being especially notable for good head and back, combined with a fleece that was fancier than on those standing below.

HAMPSHIRE

John Nebeker and Son of Stockton, Utah, exhibited four ram lambs, one of which was selected especially for fleece characters and won the special association award for the ram with the best fleece. Two others from this pen were first and second in the ram lamb class. These lambs were also winners of the award for the pen of four ram lambs bred by the exhibitor.

Entries from the Heber Hampshire Club were forward in rather mediocre condition, but competition and interest among the boys was very keen. The Heber Hampshire Club had first on two-year-old ram, first and second on yearling ewe, second on ewe lamb, third on pen of lambs bred by exhibitor, first on get of sire and first for flock.

The Grantsville Hampshire Club boys were first, second and third in the two-year old ewe class; first in the ewe lamb class; second in the pen of four bred by exhibitor; and had the grand champion ewe.

Mrs. Jack Murray of Ogden had third award in the ewe lamb class.

OTHER BREEDS

In the Lincoln ram classes Maple Ave. Stock Farm had all the winners and champion. H. T. Crandall of Michigan had the winning yearling ewes and ewe lambs and champion ewe. Francis Carlisle, Heber, Utah, had the winning aged ewe and Bert Wootton, also of Heber, the second aged ewe and third yearling ram.

In the Cotswolds Crandall had first award in the classes for aged ram, yearling ram, and champion. Maple Ave. Stock Farm was first in ram lambs. Swan Bros., Kaysville, Utah were second on ram lambs, first and third on aged ewes, third on yearlings and had champion ewe. William Murdock, had second aged ram. Joe Muir, also of Heber, was second in aged ewes, first and second on yearlings and first and second on ewe lambs.

John Roundy, Provo, Utah, won all awards in Suffolk lamb classes, and had the winning yearling ewes and the champion. The other

awards and the ram championship went to Hatch and Winegar, Woods Cross, Utah.

The special sheep club award, offered by the Salt Lake Union stockyards for the largest

and best boys' club exhibit, was taken by the Heber Cotswold club. The Heber Hampshire club placed second, with the Kaysville Cotswold club third.

Facts About Commodity Advertising

By R. A. Ward

For some time I have wanted to answer Mr. Shallenberger's article condemning advertising, which appeared in the January issue of the National Wool Grower. I was glad that Mr. Ralph M. King answered this article partially in the February issue of the Wool Grower, and I agree with him when he states that there is just enough truth in Shallenberger's article to make it very misleading, particularly as most of the truth is omitted.

Mr. Shallenberger's article savors of the gospel of "it can't be done." Whenever the subject under discussion veers toward the difficulty of achievement, crepe hangers appear in plenty. It hasn't been done, they recollect, and so they feel safe in proclaiming from the house-tops that it can't be done. Their conclusions may be the result of what appears to them logical reasoning and sincere conviction, but nevertheless they are stumbling blocks to progress, for they add the fear of failure to legitimate research; they distract the attention of the scientist from the pursuit of the inevitable, be the result success or failure, and the world is thus the poorer for want of definite knowledge. Let us realize that nearly all the great scientific and industrial achievements have come about in the face of persistent derision from adherence to the it-can't-be-done gospel.

We have no wish to minimize the value of caution. These remarks are directed more particularly in the direction of the unscientific thinker against the non-technical man who kills initiative by a continuous use of the wet blanket. We believe that every time a "can't-be-done" man appears, he should be shown a radio installation, an adding machine, an X-ray plant, vulcanized rubber and manganese steel, a paper machine running at one thousand feet per minute, as well as other revolutionary achievements of the men who had faith and vision, and re-

mind him of the progress made during the past fifty years in spite of the pessimistic prophecies of armies of doubting Thomases.

The above thoughts are not original with me; they are selected, but they represent the views of those leaders of industry who are accomplishing things. I pointed out in a previous article in the National Wool Grower why I believed that national advertising for wool would be beneficial to the wool grower and to the industry. I will not repeat those reasons herewith; suffice to say that nothing has yet been raised to prove their unsoundness, and a considerable portion of the thinking manufacturers of the East, as well as the wool growers of the West, are in accord with these ideas. Two of the wool growers' associations, the Yakima Wool Growers Association and the Idaho Wool Growers Association, which I addressed on the subject, endorsed the movement heartily. Two other associations which I did not address, except by correspondence, also endorsed the movement. In so doing, I believe they showed their good sense in being willing to adopt a page from the records of some of our more successful industries. I could narrate at length on the reasons why we should devote some thought to this national advertising campaign with reference to wool. When we deduct a hundred and sixteen million pounds of carpet wool in our domestic consumption of wool, you will note that at the present rate of increased wool production in this country, we are giving the mills a much larger percentage of their annual wool requirements for clothing purposes than we had formerly supposed. Perhaps there is some connection between this and the fact that domestic wools are ten cents below foreign wools, duty paid, even allowing for ample conversion charges.

I will not attempt in this article to an-

swer each of Mr. Shallenberger's statements because most of them are mis-statements and not based on facts, but rather on what Mr. Shallenberger desires to believe about the statements he is making. I have, however, taken some pains to ascertain the real facts with reference to commodity advertising as carried on by a number of other industries. I will give the unvarnished truth with reference to each of these industries so that the wool growers themselves can judge whether advertising has increased the consumption of any commodities which have no more consumer appeal than has wool, such as face brick, paint and varnish. The material herein presented is taken from the booklet entitled "Experiences of Associations in National Advertising" put out by the Periodical Publishers' Association of America, and grateful acknowledgement is made for their cooperation in this matter, as well as for the cooperation of associations with which I have conferred directly.

The American Face Brick Association, which represents 70 per cent of the production of face brick in the country, started a national advertising campaign in 1920. They have spent about \$125,000 to \$140,000 a year for space. In 1924 the production of face brick was two and one-half times as much as in 1920. Another evidence of the success of this association's campaign is the ratio between the number of brick and frame houses constructed. In 1920 there was one brick to nine frame houses and in 1925 one brick to three frame houses.

Next, take the case of the American Manufacturers Association. Before the war, the production of American Walnut Lumber was approximately 50,000,000 feet a year. Of this amount 5,000,000 feet was consumed at home and the remainder exported. During the war the entire production was used by the Government for the manufacture of gun stocks and aeroplane propellers. At the close of the war, the industry realized they would be faced with the necessity of building a new market. At the end of 1918 they began a vigorous advertising campaign for the purpose of developing the American market through educating the public on the advantages of walnut

for interior wood work and furniture. When this work started, about 50 per cent of the production was in the association; today 75 per cent is in the association. The advertising appropriation has grown to more than \$100,000 a year. The production of walnut lumber has risen to 65,000,000 feet of which approximately 10 per cent is exported. The secretary of the association states that as a result of advertising they have materially increased their total production and practically made a new market in this country.

The Associated Tile Manufacturers have effected a remarkable stimulation of the use of their product, especially for bathrooms, by a very moderate campaign. Their first consumer advertising campaign was started in 1922. In 1923 their sales were 175 per cent greater than in 1919, and since that time the expenditure for space has been increased to a point where they are spending over \$50,000 annually, and their sales in 1925 were 230 per cent in excess of those in 1919.

One of the most spectacular successes of cooperative commodity advertising is that of the greeting card manufacturers formed together in a Greeting Card Association, whose slogan is "Scatter Sunshine with Greeting Cards." In 1913 the total volume of retail sales of greeting cards was only about \$10,000,000 per year and most of these were imported. In 1918 cooperative advertising was started with 75 per cent of the production represented. In 1922 sales had climbed to \$45,000,000; in 1923 nearly \$50,000,000 and in 1925 between \$55,000,000 and \$60,000,000. There are thirty-eight members in the association who have 85 per cent of the business. Before advertising started, 90 per cent of the sales of greeting cards was in the holiday trade, but now it is distributed over the entire year. You can buy cards to send your pal, your mother, your brother, your father, your sister, your sweetheart, your son or your daughter, and all of this is the result of education through advertising. They are spending about \$125,000 a year for advertising.

The joint coffee trade publicity work is an example of what can be done in changing or educating the public in the

matter of food and drink. For a long time a substitute of coffee had been so thoroughly advertised that it made great inroads on the coffee consumption due to the fact that this substitute also advertised the injurious effects of coffee. In 1919 a coffee advertising campaign was started by the Brazilian coffee growers and the American roasters and importers. That year the consumption of coffee in America was 9.13 pounds per capita. The campaign was carried on most vigorously during 1920 and 1921 and during those two years the consumption was increased to 12.78 pounds per capita in 1920 and 12.13 pounds per capita in 1921. Very little advertising has been done since but in 1924 the consumption was 12.47 pounds per capita. Apparently, the campaign established in the consumer mind that coffee was not such a bad thing after all, and has kept the consumption at three pounds per head more than it was at the time the campaign started.

Another example of changing American food habits might be that of the National Kraut Packers' Association. This campaign has just started and represents about 65 per cent of the industry. A few years ago sauerkraut was eaten by comparatively few people. In 1922 a cooperative commodity advertising campaign was started with a \$50,000 a year appropriation. Since that time the largest crops in history have occurred and a fairly firm market has been maintained, and the immediate result was an increase of 15 per cent in the annual consumption.

The oak flooring manufacturers have demonstrated the value of advertising. In 1920 the manufacturers of oak flooring started a campaign to keep before the public the high qualities of oak floors for home and business buildings. The appropriation is about \$100,000 per annum. The bureau in charge of the advertising states that the consumption of oak flooring has increased over 1,000 per cent since 1909 when the bureau was formed. Advertising was not started until 1922.

Another startling example of the success of cooperative commodity advertising is that of the paint and varnish manufacturers in their "Save the Surface and

(Continued on page 45).

SHEEP EXPENSES AND RETURNS IN IDAHO

Expenses and Receipts in 1926--Summary of Three Year's Record

By W. R. Barber, Chairman of the Coast of Production Committee
of the Idaho Wool Growers's Association

This article is a reprint of a part of the address delivered by Mr. Barber at the last annual convention of the National Wool Growers Association. Mr. Barber dealt extensively with a number of charts upon which were shown the results of the Idaho Association's cost study. The principal table used before the convention by Mr. Barber in presenting the results of studies of costs of running sheep and wool in Idaho appears on this page.

The table summarizes and compares Idaho operating costs for each of the three years past. Winter, spring, and summer conditions in each year and the resulting profits are shown. Attention was called to the higher rate of profit per ewe obtained in 1926. This was due, first, to the excellent range conditions in the preceding fall, which permitted a larger yield of lambs, and to the open winter, which reduced the feed cost and the rate of loss in the ewes. The speaker urged that chief attention should be given to the separate items of expense as they varied from year to year and to the relation of total expense to returns. It was not attempted to include in operation expense any interest upon owner's equity in sheep or land, interest appearing only as actually paid. The resulting amounts of profit are therefore higher than in studies in which interest on the total investment employed is included as a regular item of cost of operation. About 40 per cent of the sheep covered by the 1926 study, it was explained, were lambred in sheds, necessitating higher labor and feeding expenses, but also causing larger lamb returns. These early lambs are also usually marketed at a higher price than the later, but more cheaply produced, lambs dropped on the range.

A discussion of the value of cost studies and the desirability of their being conducted by wool growers' organizations is contained in Mr. Barber's address.

The topic given me as stated upon the program, is "The Cost of Running Sheep in Idaho in 1926". In the interest of the Montana Wool Growers I feel I should broaden that topic to "The Cost of Production of Wool and Mutton in Idaho", under which name the work is carried on in Idaho, though it has as much to do with the receipts of production as the cost of production.

For the operation of the Cost of Production Committee of the Idaho Wool Growers Association is not a one year affair. It has been in operation for three years, and the work of the committee each new year begins directly after the annual convention. In short, the work of this Cost of Production Committee has become an important policy of our association among those forward-looking policies of a better wool-growing industry in our state.

When a man goes hunting there are two things he is interested in: what he is aiming at, and whether he is hitting what he aims at.

Our aims in this work of preparing a sort of annual statistical index to the sheep industry of Idaho have been both general and specific, focused on the one hand upon a distant view, and on the other hand upon a nearer view.

You know, it is the rule among humans that in order to demand and deserve the respect of others, it is necessary first to have respect for self. The same principle usually applies universally to individuals grouped together by a common interest, such as woolgrowing. The western sheepmen cannot demand, deserve, or expect the respect of the balance of our citizenship, unless they first have a respect for themselves as a group industry.

Evidence that western sheepmen lack the desirable degree of respect for self can be found in the sentiment of vindictiveness frequently cropping out when we deal with other groups, and the feeling

(Continued on page 30).

THREE YEARS RECORD OF SHEEP EXPENSE AND RETURNS IN IDAHO

Expense and Income Per Ewe and Per Pound Costs of Wool and Lambs

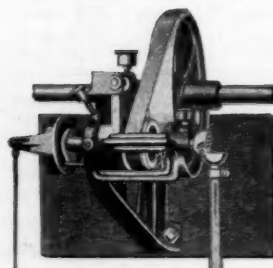
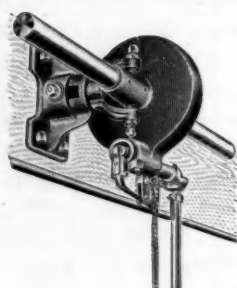
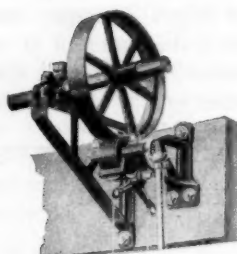
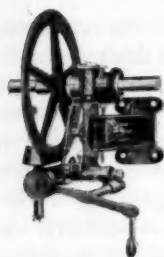
	1924 13 Outfits 123,000 Ewes	1925 37 Outfits 48,000 Ewes	1926 58 Outfits 189,200 Ewes
Conditions of preceding fall.....	Excellent	Dry	Excellent
Weight of Fleece	8.6	7.9	9.0
Per Cent of Lambs Matured.....	88.3	87.9	93.4
Conditions of preceding Winter.....	Moderate	Moderate	Very Open
Spring and Summer.....	Very Dry	Very Wet	Very Dry
Weight of Lambs, per head.....	69.8	78.5	74.5
Per Cent Ewe Loss.....	10.0	9.4	8.8
Price of Hay	\$6.00-9.00	\$10.00-14.00	\$5.00-8.00
Cost of Feed, per ewe.....	2.93	3.43	2.80
Total Expense, per ewe.....	\$ 9.30	\$10.37	\$ 9.33 (1)
Receipts, per ewe, lamb.....	\$ 7.01	\$ 8.68	\$ 8.44
wool	3.16	3.28	2.92
Total	\$10.17	\$11.96	\$11.36
Profit, per ewe (gross) (2).....	\$ 0.87	\$ 1.59	\$ 2.03
Wool: Selling Price per lb.....	36.9 cents	41.6 cents	32.4 cents
Cost (3)	35.7 cents	38.1 cents	28.8 cents
Lamb: Selling Price per lb.....	11.38 cents	12.58 cents	12.13 cents
Cost (3)	10.11 cents	10.66 cents	9.70 cents

(1) Made up as follows: Hay and grain, \$2.29; Labor, \$2.12; Supplies, 59 cents; Pasture and Range, 51 cents; Shearing, 23 cents Taxes, 23 cents; Interest paid, 77 cents; Other expense, 70 cents; Loss, 95 cents; Depreciation, 94 cents.

(2) In this study a charge was made for all items actually paid out. Only interest actually paid was considered. No charge was made for interest on value of owned land used or for owner's equity in the sheep.

(3) Total expense was charged to lambs and wool in the same proportion as receipts were obtained from those two sources.

37 Years' Development in Shearing Machinery



1890 Back in the 80's, the founders of this business introduced the first sheep shearing machine to this country. One of the first plants went into operation at Casper, Wyoming. Later, machines were installed near Billings, Montana and Great Falls, Montana. The advantages of machine shearing were apparent, and there was an immediate demand for machines. Patent rights were secured, and in 1890 our first factory was established at Chicago.

The upper left hand picture illustrates the first overhead gear and handpiece. The overhead gear worked on the friction principle. The large beveled driving wheel revolved against a small beveled friction leather as shown in the illustration, and the drop shaft was carried straight down from the friction wheel. In order that the drop shaft might swing to and fro and have freedom of motion, it was necessary to fit it with a flexible gut driving shaft.

While this gear did good work, the side thrust on the friction pulley caused excessive wear on the friction spindle, and the constant bending about of the drop shaft wore out the inside gut cores, calling for excessive repairs and replacements.

1900 About 1900 we placed on the market the Stewart Improved Friction Drive overhead gear shown in the second illustration. The friction leather was placed horizontally, square across the face of the driving wheel, and the machine was fitted with the patented universal joint at the top of the drop shaft. This universal joint permitted the drop shaft to swing about freely and overcame the necessity of using a flexible gut core. The drop shaft was now fitted with a steel core throughout—a drop shaft that would give years of service without requiring any replacement or repairs.

This new horizontal friction drive was the most advanced shearing gear of its day, but it still had one weakness found in all friction drive machines—when the shearing handpiece was slowed down or stopped from any cause, the friction leather also stopped revolving, but the large driving wheel continued to revolve, and wore flat uneven sides on the leather friction wheel. This immediately set up vibration throughout the machine, and also caused slippage and lost power.

1904 Constant research and experimental work was being carried on by the STEWART engineers and experts, and in 1904 we placed on the market the Stewart Patented Enclosed Gear Machine shown in the third illustration.

Here was a machine driven by smooth meshing cogs, with absolutely no chance for slippage or lost power or uneven wear, such as existed in the friction driven machine. It still retained the universal joint and solid core shaft, and from that time until a few years ago, the Stewart Enclosed Gear Machine was the favorite machine throughout this country.

1923 The last picture on this page illustrates the final achievement in overhead power transmission for shearing machines—The Stewart Improved Silent Belt Driven Gear. For many years the study of the science of machine shearing by shearing experts has been an integral part of the work of the Chicago Flexible Shaft Company and the branches which have been established in the principal wool growing countries of the world. Credit for originating the Stewart Improved Silent Belt Driven Overhead Gear must be given to the Stewart experts connected with our branch houses in Australia. In that country where approximately a hundred million sheep are shorn annually and shearing is being done in some part of the country throughout the year, our field experts have had unusual opportunities to study sheep shearing and its requirements. It was generally agreed that the ideal overhead power transmission should use a silent belt drive, as used in driving 90 per cent of all the world's power machinery, and while the machine must be strong and powerful, it must necessarily be of a convenient weight to mount on the wall of the average shearing shed.

The First Stewart Patented Belt Driven Machine was placed in use in Australia in 1914. Exhaustive tests disclosed that this machine could be operated year after year with the lowest cost of upkeep of any machine made. In addition it had several big advantages not found in any other machine. As time went on improvements were made and patented in every wool-growing country in the world. The positive and constant silent drive, free from all uneven wear, vibration, or lost power, made a strong appeal, and the Stewart Improved Silent Belt Driven Gear soon took the lead over all other types and makes. It was then introduced through other Stewart branches in the Argentine Republic, Montevideo, New Zealand, South Africa and England.

We knew that any gear, to replace the Stewart Enclosed Gear, must have unusual merit. After watching the progress of the Improved Silent Belt Driven Gear through our branches in these other countries, we were convinced it was head and shoulders above any other type of overhead gear made, and in 1923 it was placed on the market in this country.

In less than four years its fame has spread throughout every wool-growing section of the United States, and while we will always be in a position to supply owners of our Enclosed Gear Machine additional units or duplicate parts, we recommend the Stewart Improved Silent Belt Driven Overhead Gear for all new installations.

Improvements in the Stewart handpiece have kept pace with the improvements in the overhead power transmission; and in each illustration on this page is shown the handpiece as it progressed with the overhead gear.

Stewart Improved Silent Belt-Driven Shearing Gear

The Most Satisfactory
Shearing Gear Ever Built

A Distinct Advance in Shearing Machinery

The new Stewart Improved Silent Belt Driven Shearing Gear is of the sturdy, thoroughly practical construction that appeals to both wool growers and shearers.

Silent, Smooth, Positive Drive

The Stewart Belt Driven Gear is free from all noise and vibration. The belt is carried half way around the small pulley, insuring a positive constant, smooth drive. The shear can be put instantly in and out of gear without stopping the overhead shafting.

More Shearing Room

The main carrying bracket is strong and sturdy—and stands well out from the wall. The down tube hangs eighteen inches away from the wall, giving the shearer plenty of room for fast shearing. To stop or start his machine, the shearer simply pulls the cord of the shifter weight, which is within easy reach.

Tighten the Belt Without Stopping the Machine

The pulley frame is adjustable on the main bracket. A simple device enables you to move the pulley frame either backward or forward to give exactly the right tension on the belt without stopping the machines.

Low Upkeep Cost— Best Performance

Low cost of upkeep and unusual shearing performance—that is the story of the Stewart Improved Silent Belt Driven Gear. It is simple to erect—and once up, will give years of unfailing service with very little attention and practically no cost of upkeep.

Write for Exact Costs

We will send promptly upon request exact cost of installing any number of machines of this or other types of Stewart shearing machines.

Just write telling us how many sheep or goats you expect to shear per season and whether you have an engine. If possible state the number of stands you feel will be required.

The World's Best Hand Pieces

The Stewart Greyhound



\$20.00

We now offer this new improved Greyhound Handpiece at a price lower than we have been able to offer to shearers in a great many years. The Stewart Greyhound is a smooth running, vibrationless, fast cutting handpiece. Due to the unusual material used in this handpiece, the accurate construction and care used in fitting and finishing it will give more years of good service with lowest cost of upkeep than any other handpiece ever made.

The Stewart E-B



\$17.50

The Stewart E-B Handpiece has been made to meet the demand for a handpiece with a one-piece offset frame. Because of this one-piece frame it can be produced at a lower cost and sold at a correspondingly lower price. It is made of high quality materials and has good honest workmanship and construction throughout. It is guaranteed to give better service and last longer than any other handpiece except the Stewart Greyhound.

EXTRA SPECIAL NOTICE. So many old handpieces have been received since April 1st for exchange for one of the above illustrated handpieces that we have decided to extend our special introductory exchange offer until May 1st, 1927. Under the terms of this offer any professional shearer who desires one of the new handpieces may send us his old wide-cut handpiece of any make and we will allow him a credit of \$5.00 for it in payment of either a Stewart Greyhound or a Stewart E-B handpiece. We have taken through the shop only a limited number of each of these new handpieces so if you wish to take advantage of this very special offer, pack up your old handpiece today and send it on to us right away with your order for which ever of the new handpieces you prefer. This offer will never be repeated.

CHICAGO FLEXIBLE SHAFT COMPANY, 5600 Roosevelt Road, Chicago, Illinois

C. F. WIGGS,
224 S. W. Temple St., Salt Lake City, Utah

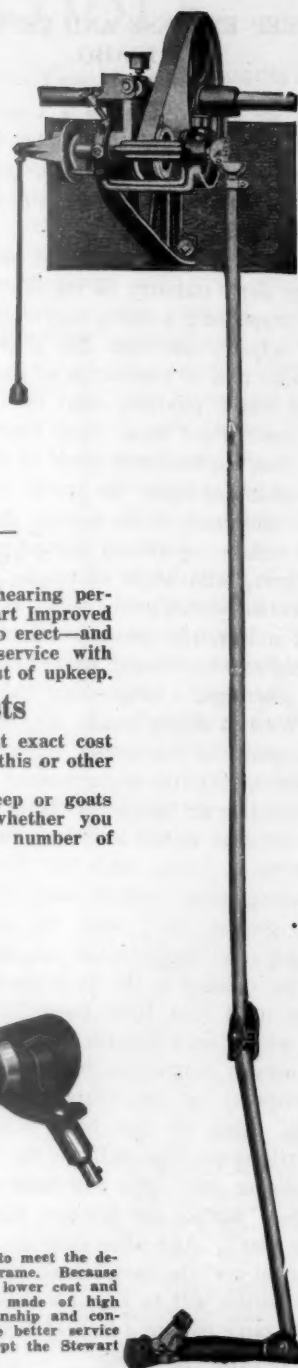
BILLINGS HDWE. CO.
Billings, Montana

ROACH-McLYMONT CO.,
Del Rio, Texas

FINDLATER HDW. CO.
San Angelo, Texas

WORLD'S LARGEST MAKERS OF SHEARING AND CLIPPING MACHINERY

Complete Catalog on Request.



SHEEP EXPENSE AND RETURNS IN IDAHO

(Continued from page 27).

that we are not getting a square deal, that we are encroached upon both in our physical domain and in our principles of supposedly economic usefulness to the nation.

It is a rude commentary upon the range sheep industry of the West that I am compelled as a young man to approach my industry and find that after all its glorious past of production of two of the most staple products used by civilized and uncivilized man, there remains the fact that the burden of proof of the right encroachment upon the sphere of economic usefulness of the western sheepman still remains upon him instead of upon the group who would encroach.

In other words, public policy as regards wool and mutton, joined to an intelligent far-sightedness should have brought to my generation a range sheep industry of the West so deeply rooted into the economic policy of this nation, and with such a solid British-like respectability already surrounding it, that when the dry farming interests ruined so many thousands of acres of Idaho range the consent of the woolgrowing interests must first have been gained; that when the 640-acre homestead extension made perjury popular, the opinion of the wool growing interest must first have been consulted; that when Forest Reserve ranges fees are put upon a commercial basis the burden of disproof of the doubtful economic public policy of that basis would rest squarely upon those dictating the change.

Someone may some day write a book entitled "Battles the Western Sheepmen Have Lost". And when examined under a critical eye, the basic reason for losing these battles will be found to have been due in large part to a lack of supporting facts to their arguments.

It has long been a stock argument of the western sheepman that the burden of that item of commensurate ranch property made up to a degree for the lower fees charged upon Forest Reserves than your private ranges. That claim of the burden of commensurate ranch property is a valid claim, or it is not a valid claim. If it be a valid claim, it can be proved that

that item of commensurate ranch property adds directly in dollars and cents to his range costs. If it be not a valid claim we ought to shut up about it and forget it. If the western sheepman has ever produced any facts to show just what the combined cost fees in Forest Reserve ranges and the more indirect but nevertheless cash fees of that item of commensurate ranch property amounts to, I certainly have never heard of it.

One of the maximums of life is "Know Thyself!" It is the first principle of self respect, followed then by a deserved respect of others.

Let us see how much we know about ourselves.

Has the average weight of the western fleece increased or declined in the past twenty-six years, and what is the measure of that increase or decline? In other words, can the western sheepman show that he has had intelligence enough to improve his wool clip? We don't know.

Has the average weight of the matured lamb increased or declined, and how much? In other words, can the western sheepman show to what extent he has had intelligence enough to increase the weight of his lamb? We don't know.

Can the western sheepman show that he is a better lamber than he used to be? We don't know.

Can he trace and show the various conditions of indebtedness under which he has operated through a record of the average amount of interest cost per head? We don't know.

Can he show to the general credit agencies of this nation that the western sheep industry is a good business risk, from a consistent reasonable profit? We don't know.

Can he prove to the general public of this nation by tracing and demonstrating improvements in economically decreased production costs and in economically increased production receipts that he is deserving of a solid place in public policy, and deserving of the benefit of any factors influencing that production of wool and mutton as good public policy? We don't know.

Can the western sheepman show why under years of apparently good prices he made a smaller profit and was not so well

off, and why under years of poorer prices he made a larger profit? The western sheepmen as a whole cannot, but the Idaho Wool Growers Association can show why the sheepman of Idaho made 44 cents per ewe more in 1926 than in 1925, with wool nine cents lower, with one of the driest seasons we ever knew, with lamb prices lower.

We can show that the open winter of 1925-26 cut his feed bill one-third, and that the excellent fall of 1925 gave him an unusually heavy fleece and probably the largest crop of lambs ever matured within the state. And he can show just to what extent a variation in his feed bill affects his net profit.

Our aims in this work in Idaho are general and specific; specific first in selling the sheep business of Idaho to the Idaho sheepman himself; and, second, in thereafter selling it to the general public.

I wish I might have here and read to you all the letters I have received from various individuals and agencies inquiring the more closely to the nature of our business, and recognizing that a \$10.30 lamb is not all profit. That list includes bankers, wool men, manufacturers and newspapers and periodicals, accounting agencies, etc., eager to learn about us and ready to believe. Sympathy takes the place of indifference; reason replaces vindictiveness.

Our results are distant and immediate. The distant results are those of the establishment of general trends in the business which requires many years of data and the final selling of the Idaho industry as an essential portion of good public policy.

The immediate results have been the interest shown by the general public just mentioned, and also two immediate results upon the Idaho sheepman, first, the recognition of the fact of depreciation in the value of a ewe with a consequent allowance for that item in his annual statement, and, second, an improvement in his accounting. It used to be that an Idaho sheepman told me, "Oh, I don't keep books!" But now, when he tells me he keeps no books it is with the same apologetic manner of a dog sneaking around you with his tail between his legs at a cross glance.

SELLING TERRITORY WOOLS

Progress in Establishing a System of Orderly Marketing---Non-Speculative Wool Selling Concerns

Those who read no further than the familiar title of this article may well ask how can anything new be said about the defects of our present system of selling range wools, or the possibilities of improving the existing methods.

It is very true that western wool growers since 1900, and probably before that time, have been accustomed to argue and discuss, in convention and out, the woefully unsystematic and inefficient methods of transferring the range wools of western states to the manufacturers' hands. The growers have felt and still consider that they are the chief losers through the inefficiencies of the old and still prevailing system of individual transactions at the shearing corral, or in the case of pre-shearing contracting, at the buyer's office or in the village hotel.

In spite of the partial failure of some of the undertakings to bring into operation a more reasonable and satisfactory method of selling wool, it is not to be denied that a material amount of progress has been made and that there now are excellent prospects for further and more rapid developments in the setting up of agencies and organizations through which wools can be fed into the trade in a more orderly and remunerative fashion. Letters and reports coming to the office of the Wool Grower within recent weeks indicate that, notwithstanding the heavy pre-shearing contracting of 1927 wools, there is an increasing number of growers who recognize the need of a better method of selling their clips and are ready and willing to participate in a more modern system when such is presented to them in a way that promises security and permanency.

Just at present there is great uncertainty and some anxiety as to the prices to be obtainable after shearing for this year's clips that were not contracted. Those who look for an advance

in prices argue that Boston cannot continue indefinitely to do business at figures materially below the cost of foreign wools with the tariff added, as has been done for some time. Manufacturers doubtless have good reasons for resisting higher wool prices. Nevertheless their selling prices on cloth and production costs must be brought into adjustment with world values of

raw material, particularly in view of the fact that about thirty per cent of the wool used in this country for the manufacturing of cloth, knitting yarns, and blankets, must be imported. The recent withdrawals of foreign wools held in bond at Atlantic ports for resale in Europe apparently must call for a changing of Boston wool prices to bring them into accord with those prevailing in foreign markets.

On the other hand, there must be considered reports of resale to mills by dealers of contracts obtained on western clips that are only beginning to arrive at the market, or are as yet on the sheep's back. Ownership of these wools was relinquished by growers at

prices that afford dealers a comfortable and quick profit and still supply the manufacturer at a cost below what he would have to pay for similar imported wools. Much depends upon whether the holders of these contracts decide to take a certain small and quick profit or to hold their purchases for a larger margin later on, which, while not certain, appears to be more than probable.

Until recent years the attempts of growers to set up a wool-selling system more nearly in accord with their ideas of what was needed largely were nullified by financial considerations. Our sheep owners, particularly those operating in the range sections, depend upon borrowed capital to a greater extent than is done in any other established industry. It still

A Wool Grower's View Upon Orderly Marketing

In his recent report to the Board of Directors of the National Wool Exchange, Chairman W. W. Daley made the following statement, which is of special significance under present conditions and in view of his long adherence to the consignment plan of marketing his own wools:

"As I sense the situation, a complete change has come about in methods to be employed in the buying and selling of wool, especially in the West. Apparently the day of large stocks in hands of the mills and manufacturers is nearing the end. Evidently, the time of quick turnover and small profit is here and will remain. This is in line with the distribution and marketing of all other staple commodities. Wool has been about the last to meet changing conditions. Handlers and dealers of wool must needs revolutionize methods employed if they would keep pace with progress of the present day.

"I find also that consigned wools held under instructions other than those which place the disposition to judgment of the salesman entirely are handicapped, and the final account sales of wools so held are usually disappointing to the grower. In a grower's wool-selling agency, such as ours, it appears that the grading, handling and marketing of the wools should be left to the seller without any restriction whatsoever. It is also conclusive that the grower who adopts a regular policy in the disposition of his wool will profit most over a term of years. The 'in-and-out' seldom wins. Statistics bear out the fact that the grower who always sells his wool at the market center obtains an average price over and above that received by the one who sells his product at home. I am thoroughly convinced of the truth of this statement."

must be said that a fundamental requisite for a better wool-selling system is a greater degree of financial independence for the grower and a getting away from the condition under which the time and manner of selling wool is determined by necessity rather than by good judgment.

With the establishment of the Intermediate Credit Banks in 1923, there came a complete change in the financial considerations of wool marketing. It is no longer necessary in the spring for the grower, or for his local bank, to employ the wool merchant as a financial institution from which to obtain loans upon unshorn or unsold wools. These services can be obtained and at a very reasonable rate of interest through the local bank's dealing with the Intermediate Credit Banks or by direct connection between that system and groups of growers organized for the purpose. Wool marketing associations of this kind have been organized in nine western states. The amount of advances obtained in this way is properly held to about one-half the current market price. Such advances are handled and considered as partial payments and involve no liability upon the part of the borrowing association or individual for the refund of any part of the amount so obtained. Organizations of growers who employ this method of financing their unsold wools have not been urged by the Intermediate Credit Banks to hasten sales, although it frequently is stated that eastern banks are becoming more nervous and insistent regarding the repayment of loans made to dealing concerns for use in purchasing wool, or as advances upon clips being handled on consignment.

The growers' marketing associations are left free to employ any persons or firms they may select to attend to the storing and subsequent sale of their clips. Usually the association wools are stored in warehouses operating under Federal licenses. It should be said that receipts for wool placed in storage in Federally licensed warehouses are commonly accepted as satisfactory collateral from organizations or other individuals wishing to secure loans through direct negotiations with their home banks.

The separation of the functions of financing and selling wools is of obvious advantage to growers. The loans are obtained and attended to at home, leaving to the selling agency the one job of securing buyers at most favorable prices and gettings returns back to the consigning clients. Such salesmen have no interest or power to dictate the time of selling or prices to be obtained, except that it is in their own interest to secure the best possible returns for the satisfaction of their clients and the securing of new accounts. It was such considerations as this that caused the wool marketing committee which reported to the last annual convention of the National Wool Growers Association to say, "We disapprove of selling agencies having any financial interest in the growers' wool."

While no large volumes of pooled wools, or of clips concentrated by marketing associations have been consigned in recent years to houses doing a speculative business, it must be recognized that in a good many cases, especially of large individual clips, good sales have been made and good service rendered to consignors to old line houses that also are buyers and handlers of wool for their own accounts. The feeling is quite common among growers, however, that it is logical to expect concerns engaged exclusively in consignment business to give more complete attention to the interests of their clients because of being wholly dependent for their earnings upon commissions paid by their consignors. In Mr. Millin's article in this issue relative to Australian wool selling it is stated that in that country where growers employ the consignment plan almost exclusively, there is strong objection to a commission concern's having any interest in the ownership or financing of wools on its own account.

Manufacturers of wool are now quite generally operating under the hand-to-mouth plan of purchasing their material. While this custom undoubtedly is a great aid to stabilization of values of cloth and of the stocks of garment makers and retailers and necessitates the carrying of wool stocks for longer periods, it should overcome a great deal of the

former extreme fluctuations in wool prices. The cost of the longer storage of the raw material must be assumed either by the dealer who makes outright purchases, or by the growers themselves. In either event the grower must pay the bill. At the same time the more stable market makes it more inviting and safer for growers to retain ownership and control of their product until it goes to the manufacturer. If the growers of the country shall insist or elect to dispose of their clips within a few weeks or months in the earlier part of the year, those who buy and carry them for orderly distribution in accordance with manufacturers' needs must put the purchase price low enough to insure margins sufficient to cover expenses for interest on capital invested, storage, and enough in addition to furnish a profit and protection against possible recession of values. In the long run the growers must pay these margins and profits, otherwise the dealing concerns cannot continue to operate.

In response to several requests and because of the growing interest in home financing of wools and selling by consignment, there is printed below a list of wool-selling agencies operating exclusively on the commission plan. The agencies mentioned are either strictly cooperative in character, controlled by growers, or handle consignments on commission without owning or financing any of the wools received. The Wool Grower will make alterations or additions to this list as further information is received regarding agencies included in this category. Also, association members and others interested are invited to contribute their views and suggestions upon this very important subject. Wool marketing has been freely discussed for a long time. Some improvement has been effected, but there must be a more rapid rate of change if the industry is to secure general benefit from improved selling methods. It is perhaps impractical to expect to secure results this season in the way of co-ordination of the work of existing agencies, or greater employment of the consignment plan, but it is not too early seriously to consider and consult regarding what can be done to take further

steps in advance prior to the marketing of next year's wools.

MARKETING ASSOCIATIONS

The organizations referred to above that have been set up in nine states under the name of marketing associations are planned and managed for the financing of unsold wools, which is done principally through the Intermediate Credit Banks. The law under which these banks became operative authorizes them "to make loans on advances direct to any cooperative association organized under the laws of any state and composed of persons engaged in producing, or producing and marketing, staple agricultural products, or live stock, if the notes or other such obligations representing such loans are secured by warehouse receipts, and/or shipping documents covering such products, and/or mortgages on live stock."

In most cases such marketing associations offer the individual members a choice in respect to the place at which their wools shall be held in storage and also as to the agency to be entrusted with the effecting of sales and making of returns. As stated above no liability attaches to any member or officer of the association for the repayment of loans obtained by other members, or for refunding any of the advances received. Through the Federal Intermediate Credit Banks or other banks these associations have been able to obtain money at the rate of $4\frac{1}{2}$ per cent. By charging 6 per cent on advances it is possible to effect a saving to the growers and at the same time provide sufficient margin to defray the expenses of the association.

The names of the managers of these associations in the states in which they have been formed are shown below. In most instances the marketing association is organized and conducted by the officials of the state wool growers' associations.

Arizona Wool Marketing Association

Manager: H. B. Embach, Phoenix.

This organization is handling wools for the first time this year and has already financed considerable volume of shorn wools, which are being consigned for sale by the National Wool Exchange at Boston.

Colorado Wool Marketing Association

Manager: V. B. Stark, Denver.

Idaho Wool Marketing Association

Manager: Donald McLean, Twin Falls.

This association handled over one and one-half million pounds of 1926 wools. The Western Wool Warehouse of Portland and the National Wool Exchange of Boston were employed as selling agents.

Montana Wool Cooperative Marketing Association

Manager: Murray E. Stebbins, Helena.

This association handled over five million pounds of 1926 wools upon which a total of slightly over \$1,000,000 was loaned at 6 per cent interest. The entire amount was consigned to and sold by the National Wool Exchange of Boston.

Utah Wool Marketing Association

Manager: J. A. Hooper, Salt Lake City.

About 200,000 pounds of wool was financed by the Utah Association in 1926, and the National Wool Exchange was employed for making sales.

Wyoming Wool Marketing Association

Nearly three million pounds of 1926 wool was handled by this association and the advances made amounted to \$560,000. In some cases pre-shearing advances were arranged to be handled by local banks until the shorn wool was delivered. The National Wool Exchange was employed as selling agent.

Wool Growers Service Corporation

A wool growers' marketing association has not been organized in Washington, but advances and loans are obtainable through the Wool Growers Service Corporation, of which Mr. J. F. Sears is the manager. The corporation obtains its finances chiefly through the Intermediate Credit Banks.

WOOL SELLING AGENCIES

The wool-selling agencies appearing below include all those operating exclusively on a commission basis for which information has been furnished to the Wool Grower.

Northern California Wool Warehouse Company

Superintendent: A. M. Hersey, Vina, Calif.

This concern has been in operation since 1920 and handles from one to two million pounds of wool annually, using its own warehouses. Its officers are all wool growers resident in California. Consignments are received chiefly from California and Nevada growers. Public sealed bid sales are held annually, though many of the consignments are disposed of by private sales. Financial accommodation is furnished when desired. The charge of $1\frac{1}{4}$ cents per pound includes twelve-months' storage with an additional charge of one-half cent per pound for grading when such is desired.

National Wool Exchange

Manager: Matt Staff, 53 Fargo Street, Boston.

The officers, directors, and stockholders of the National Wool Exchange are wool growers resident in Montana, Wyoming, Idaho, South Dakota and other states. Consignments are received from members and non-members. A large part of the wools handled is received from state marketing associations. The Exchange commenced business in 1925 and handled 15 million pounds of 1926 wools. Storage space is rented in Boston warehouses operating under a Federal license. The Exchange charges $2\frac{1}{4}$ cents per pound on consignments of over 5000 pounds sold in original bags; an additional quarter of a cent is charged for grading. This includes storage and fire insurance for five months and selling and accounting service. Shipments held over five months are charged 1-10 of one per cent per pound per month.

Pacific Cooperative Wool Growers

Manager: R. A. Ward, Portland, Oregon.

This organization has been organized and conducted since 1921 on a strictly cooperative basis. It has 2600 members in Oregon, Washington, California, Idaho, Nevada and other western states. Each member contracts to market his wool through the association, but has the privilege, at stated dates, of withdrawing after the first two years. Advances and pre-shearing loans are obtained when desired. The board of fifteen directors are elected by the membership from the various districts in the states in which the association operates.

Storage space is rented as needed in Portland and San Francisco. Sales representatives are also employed in Philadelphia and Boston. Members are charged in accordance with the actual expenses of handling the consignments, which in the past two years has ranged from 1½ to 2½ cents per pound for all selling, grading, and storage expenses.

Different plans are employed for handling different classes of clips. Individual clips exceeding 10,000 pounds may be considered as individual pools and sold as separate lots. Other clips are graded and returns made on the basis of the average price received during the twelve months for wools of the same grade, quality, and shrinkage.

Western Wool Warehouse Company

Manager: M. D. Fell, Portland, Oregon.

This company, which owns its warehouses, is owned by private capital and operated exclusively for consignment business. It receives wools from individuals or organizations and does not itself furnish advances or loans. About four million pounds of range wools was sold in 1926 to eastern dealers and mills, and local manufacturers. Charges for handling, selling, and six-months' storage and insurance are 1½ cents per pound. An additional half cent is charged when grading is done, and scouring with the necessary sorting is charged for at the rate of two cents per pound.

National Dock and Warehouse Company

East Boston, Mass.

This concern offers warehouse facilities only. Charges for storage and handling are 37 cents per bag the first month and ten cents per bag for each additional month. The selling of wool consigned to this concern is done by Alex. R. Livingstone, Jr., whose customary charges are one cent per pound for clips sold without grading.

Ohio Wool Growers Cooperative Association

Manager: J. F. Walker, Gambier.

This association is the oldest and best known cooperative organization operating in the farm states. It commenced business in 1918 with 275,000 pounds of wool, was incorporated into a cooperative concern in 1924, and is affiliated

with the Ohio Farm Bureau Federation. Members are under contract to sell their wools through the association. It also has acted as selling agency for associations in Indiana, Michigan and Illinois. Sales are made throughout the year as required by mills and growers paid on the basis of the year's average price for wools of similar grade, quality and shrinkage.

Cooperative Wool Growers of South Dakota

This organization handled 701,000 pounds of wool in 1926, using the National Wool Exchange as its sales agent. A total of \$110,000 was loaned to its members last year. This money was obtained entirely through the Intermediate Credit Banks.

Minnesota Cooperative Wool Growers Association

Manager: R. E. Jones, Wabasha, Minn.

This association was organized in 1924 with twelve members and its members and patrons totaled 1600 in 1926. The volume of wool handled by it during 1926 was 530,600 pounds. It uses warehouses having Federal licenses and makes a charge of 3¼ cents per pound for selling, grading, and warehousing. It finances its members through funds obtained from the Metropolitan National Bank of Minneapolis.

Illinois Agricultural Association

Director: Wm. E. Hedgcock, Chicago.

This organization is the Farm Bureau Federation of Illinois and as such looks after the pooling of its members' wool without extra charge. During the last three or four years approximately with the exception of about one carload each year, all of the wool has been sold through the National Wool Exchange. The Ohio Wool Cooperative Association has been selling about a carload of the wool during each of the past two years.

New York State Sheep Growers Cooperative Association

Manager: F. E. Robertson, Syracuse, N. Y.

This organization commenced operations in 1920. It is a "federation of county-associations, which are the local county assembling and shipping units." To use the facilities offered by the associa-

tion, wool growers must be members of their local organizations, except in cases where the number of sheep owners in the district is insufficient to form such local unit. Then the individual grower is permitted to ship his wool direct to the warehouse. Loans can be obtained for its members, but few take advantage of this service. A total of 462,000 pounds of wool was handled by this organization for its members in 1926. Sheepmen of Vermont, Western Massachusetts, Connecticut, New Jersey and Pennsylvania, are also served by this association.

Wool Growers Central Storage Company

San Angelo, Texas.

Considerable amounts of Texas wools are sold through the Wool Growers' Central Storage Company. This company is owned and controlled by local men and handles wools on consignment only. It owns its warehouses. A somewhat similar concern is in operation at Kerrville, Texas. Sales are made by both sealed bid offerings and private sales.

SHEEPMEN'S WIVES GOOD GUESSERS

A recent issue of the bulletin of the Montana Wool Growers Association announces the winners of the two lambs whose weight was the cause of much conjecturing at the convention at Butte. Mrs. Jack Murray of Ogden, Utah, won the Hampshire lamb by guessing its weight to be 106 pounds and Mrs. S. A. Gillett made the correct guess on the weight of the Rambouillet ram with Mrs. A. T. Hibbard of Helena a close second.

The Hampshire lamb in the contest was donated by the Mt. Haggin Land and Live Stock Company of Anaconda, Montana, while the Rambouillet lamb exhibited came from the flock of the Montana State College. It was 337 days old and weighed 118 pounds. The lamb given to Mrs. Gillett was from the Rambouillet Company of Bozeman. It is Mrs. Gillett's intention to offer the lamb she won with a ewe lamb from the Gillett Sheep Company's flock as prizes for the boys' and girls' Rambouillet club work in Montana and Idaho this fall.

LAND VALUES AND BANKERS

Dear Sir:

Mr. E. L. Potter's article "Ranch Land Values," etc., was very timely and interesting. However, this gentleman handed his subject with kid gloves. In 1918, or thereabouts, grazing lands sold freely at from five to twelve dollars per acre, or even higher where they carried what Mr. Potter refers to as "strategic" values. Today these same lands go begging at from a dollar and a half to five dollars. "Strategic" seems to have been completely deflated. Here is the real point at issue: At whom were these strategic features aimed? Was this strategy not something like a loaded gun that one stockman aimed at the other? A gun wadded with perfectly good U. S. currency? "Strategic" was the baby that was to protect range holdings from invasion by competitive interests—if I have made this plain. And quite often "strategic" was the submarine that was to scuttle the other fellow's outfit.

What does this signify? It signifies complete lack of organization, complete lack of confidence. It means that there existed a cut-throat competition for outdoor room that had a light sprinkling of grass. And under the stress of this competition prices had no real relation, or at least no accurate relation, to the income these lands produced.

Nevertheless, when it comes to values, if they were set at too high a mark in the years referred to, is it not probable that they are set too low at the present time? Provided always that private ownership of grazing lands is absolutely essential, which I prefer to doubt. For the same brains that sprouted the five and ten dollar values now say one to four dollars. What a magnificent admission of incompetence in the appraisal of land values! Would it not shake one's confidence in the dependability of these appraisals?

When it comes to financial statements it should not have required such a heavy dose of disagreeable experience for bankers to see the error of loaning money on dead assets as against live income. A lot of these "assets" were born dead anyhow. But bankers have laid themselves open to the criticism that they do not learn very

readily. Of course, they do not really have to. When a doctor discovers his mistake he calls in an undertaker to clean up; when a banker make such a discovery he calls in the bank examiner. But such a situation is unhealthy; such tactics are not conducive to the growth of business and should be acknowledged as being subject to correction. Going to the other extreme, some bankers, in the name of conservative banking, take a customer whose assets and income should entitle him to a five thousand dollar credit, and tie up his business with a one or two thousand dollar loan. The customer's credit is maimed—he is financially hamstrung. It would seem better to charge a higher in-

terest rate, but at the same time make credit more readily available, not so much on dead assets, but on live productive income. At any rate, this would be a good subject upon which to invite stockmen's opinions. It is, as Mr. Potter points out, too big a subject to handle in an article, or even a few letters.

Dan Hill.

The wool grower invites expression of opinion upon the subject of grazing land values, appraisals or assessment and loans, ownership versus leasing of land, or anything relating to the land question as a part of stockmen's business affairs.

—Editor.

Transaction and Prices on 1927 Lambs

By J. E. Poole

Such developments as have occurred in connection with valorizing the new lamb crop are not considered significant in trade circles. It may have been a false start or an indication of what the main crop will be worth when it leaves the breeding ground. Doubtless such contracting as may have been done was a sequence of the March advance in fed lambs.

That a Colorado operator was responsible for early buying is somewhat surprising in view of the attitude taken by feeders in that area last year. In April, 1926, eight-cent propaganda was put into circulation somewhat voluminously in northern Colorado, arresting a purchasing boom in the incipient stage. Early buying this year at prices two cents per pound above the mark set a year ago would savor of inconsistency if the buying movement had popular opinion behind it, but one swallow does not make a summer, neither does the opinion of one, or even a small coterie of speculators make a market or establish a legitimate trading basis. Webster operations in Wyoming, although involving a considerable number of lambs, are generally credited to a game that has its chief fascination in the uncertainty of the draw.

Save when it nourishes a grudge human memory is not retentive. More

than forty years ago when I was a cub reporter on the defunct Chicago Times, Wilber F. Story, its talented but somewhat erratic editor, addressing the force said: "Never print two statements diametrically opposed in the same issue of the paper; keep one for the next issue as the dampfool public forgets today what it read yesterday." This psychological fact is as demonstrable now as then. A brief period of prosperity speedily effaces the scars of adversity. And there is an axiom always worth remembering that money may be found where it was lost.

A little history may be worth repetition. Last year the trade in new crop lambs started with a miniature boom in January when contracts were made at $11\frac{1}{4}$ @ $11\frac{1}{2}$ cents; later the market dropped to $10\frac{1}{2}$ cents. One operator who has been a free buyer this year around 10 cents began in January, 1926, at $11\frac{1}{4}$ cents, turning his contracts later at $10\frac{1}{2}$ @ $10\frac{3}{4}$ cents. Two years ago early contracts were made in January and February at $12\frac{1}{2}$ cents; along in July $11\frac{1}{2}$ cents was the ruling figure.

This year a few early trades were made below 10 cents, but by the middle of March $10\frac{1}{2}$ cents was the ruling figure in Wyoming, and even more money was bid. In the vicinity of Casper, Worland, Buffalo, Gillette and Cody 10 cents was

paid for all lambs available regardless of weight and condition, which it will be admitted is a somewhat loose method of doing business. Doubtless this trade had for its incentive the miniature boom in the fat lamb market, although what happened on that bourse could not be considered a criterion of summer prices. As it was, a large number of lambs were taken on in Union Pacific territory, 10½ cents being paid freely at Medicine Bow, Rawlins and Rock Springs, practically all on Colorado account, but whether for feeders or merely as speculative fliers the evidence available does not disclose.

So far the corn belt has not been in the milling, although one Indiana banker who finances the feeding of about 20,000 head is reported to have protected his trade by taking half that number at 10½ cents. Whatever phase of the proposition may be in the sphere of controversy, it is a cinch bet that feeders in the corn-raising area east of the Missouri River will require approximately the same number of lambs as last season and if any strenuous competition develops, they will be right in it. There is a market disposition at the moment to await developments; many who bought on the range last year are in a mood to buy at the market on this occasion. They usually pay for a good fill at the market, but are able to buy for weight and quality there; in other words, to get what they want. At least some of the range contracts entered into last year were filled with more regard to the letter than the spirit of the agreement. Feeders contracting at weights of 50 to 60 pounds found themselves loaded with top weights, meaning fat lambs that did not do well in cornfields, and the average feeder depends on maximum gains to get his profit.

If early buying by Colorado interests this year implies a desire or determination to get first pick of the crop, corn-belt feeders will take a hand in the game. Last year eight-cent propaganda emanating from the western feeding area enabled corn-belt feeders to avoid Colorado and Nebraska competition; incidentally it resulted in the corn-belt's getting practically all the lambs it could use at the prices, while Colorado and Nebraska

went short of requirements. Obviously competition between the two sections, east and west of the Missouri River this year will make for a sprightly market. There has been no little conversation on the subject of increasing lamb production together with inevitability of lower prices, but what the majority expects rarely happens. It is just possible that there will be no cheap lambs in this crop and that another demonstration of the strong strategic position of the breeder is to be made.

Any assumption that corn-belt feeders will not take on as many lambs as last year is erroneous. Few of them are actively out of pocket in consequence of last winter's operations. Many got a fair price for their feed and a by-no-means inconsiderable number made some substantial money, especially those who went to market after March 1. There is also an element that did not buy lambs last year, considering prices too high, and at least some of them will be in the bidding this year. Another thing to consider is that stock cattle were available at reasonable cost last fall, whereas under new conditions they are scarce and almost prohibitively high.

The fact is that an army of corn-belt lamb feeders has been created and that its existence will not be ephemeral. Feeders west of the Missouri River may as well realize that this competition exists and will continue. A band of lambs capable of harvesting a crop of weeds, corn and beans without expense, fertilizing the soil incidentally and literally making two blades grow where one grew before, is not likely to acquire unpopularity merely because it does not "make good" in a single season. Let it be understood that no market exists elsewhere than the stock yards for the great bulk of the roughage and coarse grain grown east of the Missouri River and to effect the conversion process thin cattle and lambs are essential. Feeders may "holler" about losses but they return year after year for another package of lambs, evincing concern by early appearance in the capacity of potential purchasers. An Indiana man who cleaned up in February this year churned sheep house atmosphere with sulphuric protest against current prices. Six weeks

later he sought advice from his commission man as to acquiring this season's purchase.

"I thought you went broke last winter and were out of the game," cynically commented the commission man.

"Possibly I talked too loud," replied the feeder, "but all the money I've made during the past five years came from feeding lambs and one bad season is not going to stop me."

Others are in the same frame of mind. At \$13 for gain made on 50-cent corn, especially when the lamb harvests the crop, nobody is going broke, especially if they are able to do a good job. So far as cheap lambs are concerned, like the core of the school boy's apple, "there ain't goin' to be any."

All the production estimators on the job appear to be set in the same idea, that lamb production is gaining by leaps and bounds in response to grim operation of natural law by which production follows price. The "guesstimate" tribe has a notion that its incumbent duty is to proclaim big production, possibly on the theory that it implies agrarian prosperity. Some of the "dope" recently circulated suggests a 10 per cent increase in lamb production compared with last year; not a scrap of tangible or statistical evidence is available to bolster this contention and it certainly runs counter to consensus of trade opinion, in fact much trade opinion is to the effect that the new crop will be short of that of 1926 for several reasons, among them unfavorable weather during the bucking season. In the fall of 1925 ewes were in excellent condition, owing to a favorable season even in the late breeding sections, the result being a large percentage of lambs with a long feeder end. Last fall this condition was reversed and an unfavorable mating season does not make for a large percentage of lambs.

Many factors, yet to be determined, influence lamb prices. So far as the major portion of the crop is concerned, the market is not yet made, but, regardless of what happens, there will be no cheap lambs; supply and demand are too evenly balanced and there is not even a remote prospect of a saturated market condition.

BOSTON WOOL MARKET

Sales of Contracted Wool in Boston--Effects of Wool Exports

The wool market has taken an unexpected turn in these closing days of March. As the wave of contracting subsided, a considerable outward movement of foreign wools has started, which has given the critical members of the wool trade something else to talk about. Where previously much of the discussion centered around the supposed unwisdom of contracting on this year's price levels, now the alleged recklessness of manufacturers in allowing so much of the current supply of desirable foreign wools to get away has come to the front. Both have just enough foundation in fact to give the discussion point and interest.

As far as western contracting is concerned, the larger operators say very little is now being done. The big movement is over. Both buyers and growers are evidently waiting for shearing time and whatever developments may be expected at that time. Dealers who have a large volume of contracts to their credit have been trying to transfer some or all of them to manufacturers, and it is claimed that such efforts have met with a surprising amount of success. In some cases over half of those made early in the movement have been so transferred.

Reports differ as to the profits made on these transfers, but it seems certain that where prudence has been observed in the selection of the section or the particular clip there has been no difficulty in finding a mill customer at a good to substantial profit. Efforts to make it appear that the contractors have been showing undue haste in their efforts to shed a part or all of their contracts are resented in the wool trade, especially by those whose policy is to make a quick turnover of whatever wool may be bought or remains unsold. To such the old-fashioned idea of buying freely and waiting long for a profitable turnover does not particularly appeal, as they prefer the nimble sixpence rather than the slow shilling.

Some of the new Arizona wools have arrived here and have been turned over to mill buyers at about \$1 clean basis.

Slow work has been made of clearing the newly shorn wools in that state, as growers and buyers have found it difficult to get together in the matter of prices. Some of the better clips have sold at around 37 cents, in at least one case as high as 37 5/8 cents, but this is extreme, as most buyers have been bidding 33 to 35 cents, according to reports current here. Much Arizona wool is likely to be consigned, though possibly not so large a proportion as in other years, as mill buyers do not appear to be so keen as usual for these early shorn wools.

There has also been some movement in fed sheep's wool and in such clips as are shorn before lambing. Here again there appears to have been a material shrinkage in the available supply. Packers are said to be taking a larger volume of wool on the hoof than usual, expecting to sell it later when pulled. This has had an effect to reduce the amount of fed sheep's wool available. On the other hand, the tremendous volume of contracts made this year has materially reduced the number of clips likely to be shorn before lambing, this also serving to reduce the volume of early shorn wool available to come East in advance of the regular shearing time.

Shearing will begin in some sections in April and by the end of the month ought to be in full swing in several states. Naturally the contracted clips will be shorn first, as they are already sold and the money is ready as soon as the wool is delivered at the railroad. There is much interest felt as to whether higher or lower prices than called for in the contracts are to be expected. Present indications are that the Boston market is now pretty well stabilized, and that developments in either direction, up or down, are not likely to be of a marked character.

All possible pressure will undoubtedly be brought to bear by manufacturers to prevent higher prices being quoted, as it would irk them to see wool values advance beyond the level on which their new season's goods prices were based.

Some reflection of this is seen in the taking over by the mills of a considerable volume of contracts, the idea evidently being that this would afford some measure of insurance against the possibility of the market showing greater strength as the season progresses. It is understood that such buying of contracts has been mainly done by the larger mills, though actually the movement has been quite general. It is also true that dealers have not found the demand confined to wool from any one state or section. The movement has been general, one dealer reporting that his contracts sold to manufacturers were located in five states.

Outside the contracts and their ultimate disposal, most interest has been centered in the recent movement of foreign wool in bond to go abroad. This movement has already reached quite large dimensions, and some are predicting that it will prove to be one of the important developments of the year. Beginning in a small way, the movement has continued until large holdings of Australian, Cape and River Plate wools have been swept into the stream. Purchases are known to have been large, and the actual shipments are beginning to reflect the size of the movement.

Sales of these bonded wools to go abroad have been made possible by the strength recently shown at the London wool sales, as well as in the tail end of the season in Australian and River Plate markets. This feature of foreign strength is really the most encouraging of anything that has lately happened to affect the market for domestic sorts of all kinds. That prices in England and on the Continent are enough above the parity of the Boston market to make possible a sweeping movement of foreign bonded wools from this market is regarded as a heartening feature that makes for stabilization in a market sorely in need of that direct and substantial support.

The failure of both dealers and manufacturers to make the usual provision for an adequate supply of foreign wool for the use of American mills has been pre-

viously referred to in this department. This failure is even more remarkable now than it was earlier in the year, and has been thrown into still greater relief by the present rising tide of outgoing shipments. The mills must have a considerable volume of foreign wool, not only to blend with domestic sorts, but also to eke out an insufficient supply coming from domestic sources.

The official figures show that 583,000 pounds of foreign wool have been re-exported from the port of Boston during the first three months of 1927, and if those in the thick of the fight are to be believed the big movement is just getting under way. But the volume of wool shipped is not the most important fact developed in this business; what is of commanding interest is that prices in this market continue on so low a level that the shrewd buyers in Bradford and in France and Germany can come here and buy desirable wools cheaper than they can anywhere else in the world, for it may safely be assumed that nothing but relative cheapness would induce them to buy in this market.

More important, however, than anything above suggested is the possible effect that this outward movement may have upon the domestic wool situation. It is generally believed that the immediate effect will be to stabilize prices. There are several factors in the trade that will be of interest in a development of that nature; notably, the growers; obviously, those who have contracted wool to sell now or later; and the manufacturers who made prices on their new lines of seasonable goods and desire nothing more intensely than that prices may hold on the present level, and thus cancellations be prevented.

The last half of March found a better feeling prevailing in the Boston market, with manufacturers showing more interest and with a better all-round demand, and prices for Territory wools generally well sustained. It is believed that the attention of mill buyers was attracted by the increasing movement of foreign wool away from Boston, and also by the approaching end of the auction season in foreign primary markets. Whatever the reason, it is certain that there was

a considerable increase in mill buying during that period, and that dealers were able to clear various "stickers" and remnants which they were glad to see go out of the lofts.

Compared with a month ago, there is nominally very little change in the asking prices of Territory wools. Reports have been current of lower prices being accepted, sometimes industriously circulated by mill buyers, but when sifted out, in many cases prove to be for something other than standard grade wools. Choice fine and fine medium staple wools are fairly firm at \$1.10 to \$1.12, but lots somewhat less desirable, but really serviceable wools, are to be had for \$1.05 to \$1.08.

For French combing wools, the standard price for graded lots is \$1.05 to \$1.08, but some good Montana wools of this grade, though with some staple in, have sold in the original bags at that figure. Average French combing wools have been moved at various prices from \$1 to \$1.05, according to quality and condition. Half-blood staple wools have been relatively stronger than other fine grades, and best lots have sold up to \$1.03, with the market quotable at \$1 to \$1.03. Fine and fine medium clothing wools have been in moderate demand, current asking prices being 95 to 98 cents for choice and 92 to 95 cents for less desirable.

Further sales are noted of medium Territory grades, and prices have been well sustained. It is claimed that no really choice wools of this character have been sold at less than 90 cents for three-eighths-blood staple or 80 cents for quarter-blood staple, and some lots are held above either of these figures. Mill buyers have been taking these grades with some freedom, as prices of foreign wools of similar character and usefulness have shown a tendency to stiffen. The difficulty in quoting prices for all grades of standard domestic wools, whether Territory or fleece, is that stocks of old wools are very much reduced. There are some consigned Territories still on hand, but the consignors are generally averse to accepting market prices.

Ohio and similar fleece wools are much reduced as to stocks, and there has been noted recently a tendency to let the remnants

of stocks go at the best bids obtainable, though it might possibly be resented if it were to be said that this was done to establish a price for the new buying season. Ohio fine unwashed delaine has sold at 45 cents, but some choice lots are held for more money, and there seems to be no reason to change the current quotation of from 45 to 46 cents. A similar figure has been realized for half-blood combing and the range on that grade is still 45 to 45½ cents.

Some of the larger mills have been buying medium combing grades more freely, and in some cases have found owners willing to trade at lower levels than recently noted. Something has been done at 44½ cents for three-eighths-blood combing and 44 cents for quarter-blood combing. Prices have been lower than this during the month, and in one case a substantial clearing of quarter-blood combing, though not of Ohio growth, was made at 43 to 43½ cents. It is reported that a big buyer has recently been skirmishing through the Middle West and has picked up something like 500,000 pounds of quarter-bloods, mainly Illinois, Iowa, Wisconsin and similar at 40 cents delivered at the mill. There has latterly been some accumulation here of fine unwashed clothing Ohio and similar, and a big block of that grade has been moved at a low price, said to be around 36 to 37 cents, though other lots are still held at around 38 cents and above.

The situation abroad at the end of March is very strong. The second series of the London wool sales closed April 1, prices being well sustained to the end. Melbourne closed March 29, and Geelong March 31, while the last auction sale in New Zealand for the season was scheduled for April 1. Only Sydney and Brisbane have further sales on schedule, and in both markets prices are at the top. River Plate markets are about done for the season and prices are strong with sharp competition.

In this country, there seems to be a little hesitation, pending the opening of the active shearing season, but that does not mean that the market is any easier. In view of all prevailing conditions, the market appears to have shown surprising strength.

SHEEP AFFAIRS IN AUSTRALIA AND NEW ZEALAND

Melbourne, Feb. 16, 1927

In addition to manifold drought worries those most closely interested in the sheep and wool industry of Queensland have lately been considerably exercised in mind as to what the Government is going to do with the huge areas of crown leases that will shortly fall into its hands. Leases covering approximately 25,000,000 acres, which include some of the best and largest sheep runs in the state, expire between now and the end of 1931. In the past the Government, which is of a decidedly "red" tint, has not shown much sympathy for owners of big flocks. It has in fact lost few opportunities of harassing them by raising rents and freights, and also, when the chance occurred, by cutting down the grazing area. As a result the large sheep stations that play such an important part in the maintenance of fine wool merino flocks are in danger of gradually disappearing. What is more disastrous from a national point of view is that men are being put on grazing areas of about 10,000 acres, which are so small that they find it impossible to make a living if the season is the slightest bit adverse. In this last drought literally scores have lost their all, while the bigger land holders have been able to struggle on.

Perhaps it is these lessons of the drought, perhaps a change of heart, but anyhow in the last fortnight the Ministry has appointed on exceptionally strong board to enquire into and advise the Government on matters relating to the sheep industry. The terms of reference include "the area of sheep grazing land that constitutes a reasonable living area for a selector having regard to all conditions of the industry; rents that grazing selectors can be reasonably asked to pay; general actions the Government should take in subdividing expiring pastoral leases so as to ensure the maintenance of and, if possible, increase, wool production; what means are available for anticipating drought losses; and generally what action should be taken by the Government to develop the wool industry in Queensland."

The fact that W. L. Payne, who as a member of the Land Court and more recently chairman of the Prickly Pear Land Commission, has always treated graziers as sympathetically as the laws he was administering would allow, has been appointed chairman of the board, gives ground for the expectation that practical recommendations will be the outcome of the inquiry. Also, as the Government has recently been in a more reasonable frame of mind towards stock owners, there is a hope of it acting on such advice. At the worst, the mere ventilation of the matter through a public inquiry is likely to do good, and there is always a chance of a change of Government.

Apart from Queensland, where about two-thirds of the country has received flood rains and the other third is still more or less drought-stricken, seasonal conditions are fairly normal over the Commonwealth. The south is having a dry summer, but feed is plentiful and stock are holding their own wonderfully well. For that reason there has been no rush of fat, or nearly fat, sheep into the yards and prices are keeping moderately steady. Last week prime wethers, September-October shorn, were averaging around \$5, ewes \$4.80, and woolly lambs up to \$5 per head in the Sydney and Melbourne markets. Though in no sense high, these values are above oversea frozen mutton and lamb parity, and exporters have been forced practically to cease killing operations. So far as lambs are concerned, they are not likely to do anything further this season, but it is possible they may buy wethers and ewes again later in the autumn, when heavier yardings are anticipated.

The small exports of mutton from New South Wales this summer, viewed in the light of the large holdings of sheep in that state (estimated at 54,630,000 head December 31st last) are regarded with some anxiety in certain quarters. It is felt that if a really dry period did occur the congestion on the railways and in the slaughter houses would be serious and cause values to slump badly. Graziers are being urged to increase their marketings while trucks and other facilities for disposal are available. The bulk of sheep owners, for their part, feel that so long as

they have the feed and the animal is growing wool, there is no particular call to sacrifice stock, and are holding what they can. It is also argued that Queensland will require a large number of sheep to make up drought losses sooner or later.

If New South Wales was carrying nearly 55 million sheep at the end of 1926, it will certainly be dangerously fully stocked after the lambing. It is true it has run as many as 62 millions in the past, but that was in the good old days before the rabbit had depreciated the carrying capacity of the western lands, and also when a relatively small area was under the plough. It was while the state had those 62 million sheep that the disastrous drought of 1891 occurred and swept off some fifty per cent of the flocks. With present improved feeding and watering facilities such a huge disaster is not likely to happen again, though there is little doubt a drought would cause terrific havoc with the country so heavily stocked as it promises to be. Unfortunately the overseas market for frozen mutton is so depressed that packers cannot offer graziers an attractive price.

The wool market is particularly firm at the moment both in Australia and New Zealand, the commencement of the February series of sales being marked by all round increases in prices. Compared with closing January rates best fine sorts are up five per cent, and good to average descriptions five to seven and one-half per cent. The strong demand has resulted in almost complete clearances of catalogues, which if continued will mean the emptying of stores by the end of March. The top price realized to date this season is 93½ cents per pound paid in Geelong last month for seven bales of western district of Victoria merino lambs' wool. According to one of the leading brokers' reports the current average value of Western District wools is as follows: extra super-merino 60 cents to 64 cents, super merino 54 cents to 58 cents, good merino 46 cents to 50 cents, ordinary merino 36 cents to 40 cents, extra super fine comeback 54 cents to 58 cents, super fine comeback 48 cents to 50 cents. These rates are almost identical with those ruling at the corresponding date of last year.

PACIFIC WOOL GROWERS TO STAGE WOOL SHOW

A big feature of the Pacific International Live Stock Exposition to be held at Portland, Oregon, this coming fall will be a wool show staged by the Pacific Co-operative Wool Growers, according to a recent announcement made by R. A. Ward, manager of the wool growers' association.

"This will be the largest and most complete wool show to be staged in the West," says Mr. Ward, "and all western wool growers, whether members of the association or not, are most cordially invited to save their best fleeces and enter them in this show. Coming as it does after the various state fairs and the California wool growers' show, it will be the final competing place for prize-winning fleeces from the entire West. It's going to be a real event."

Three shows in one—this is the plan of those in charge—including a registered fleece show, a grade or crossbred show and a Mohair show. In order to be eligible for any of these divisions the fleece must have been shorn in 1927 and must represent not more than 12-months' growth. As many fleeces may be entered by any grower as he desires, but they must be entered in his own name.

Cash prizes are to be offered in each division for the best fleeces, in proportion to the number of entries in each competing class. Five dollars has been suggested as the minimum for the first fleece in each class and where sufficient entries are made in a class, it is planned to graduate these prizes up to \$15.00 for first, with a total of five places on a proportionately graduated basis. That will make the prizes of a worthwhile amount where competition justifies it.

In the registered fleece show there will be separate honors for the best buck fleeces and the best ewe fleeces from registered sheep of the following breeds: Delaine Merino, Rambouillet, Corriedale, Cheviot, Dorset, Hampshire, Leicester, Oxford, Shropshire, Southdown, Cotswold, Lincoln and Romney. First, the fleeces of each breed will compete against each other to determine which will be entered in a registered fleece grade show and judged according to the market grades,

and prizes awarded to the best fine staple fleece, half-blood combing fleece and so on.

The only competition in the grade or crossbred fleece show is for commercial grades, and prizes will be awarded for the best fleece grading fine staple, half-blood combing, three-eighths-blood combing, quarter-blood combing, low-quarter combing, common and braid. This will be a separate competition from the registered grade show.

Registered buck, doe and kid fleeces will be judged separately in the mohair show, and there will be prizes for adult and kid fleeces in the mohair grade show.

Those in charge are determined to make this Pacific International Wool Show an outstanding event and one that will engage the interest and cooperation of large numbers of wool growers all over the West.

IDAHO'S LAMB CROP

Early lambing in Idaho is over now on April first and all sheep are on the range. Some sheep were turned out early in March, but the feed was short and while lambs have done fairly well, the ewes have fallen off in condition; also, the number of bum lambs has been increased materially.

As to the lamb crop, I have been at some pains to determine about it. In this part of Idaho, and it is a large early lamb section, we have between twelve and fifteen per cent fewer lambs than last year. This is evidenced by an increase in the number of dry ewes and a decrease in the number of twin lambs. While I can not speak for the entire state, I would wager more than a good hat that when the final returns are all in the lamb crop will prove fifteen per cent short of last year. However, our lambs are the best for many years—big, strong and well started. With fair range conditions, these lambs should move early, be five or six pounds heavier and have decidedly fewer feeders than last year. A large lamb crop was not to be expected following the drought of last year. The small crop is always the one that makes the money. In the final analysis ten million lambs always bring more money than fourteen million. We have already reached the saturation point with sheep

and have more lambs than we have a market for. Lambs are like hogs. In 1926, 41 million hogs brought about 250 million dollars more than 50 million hogs in 1925.

S. W. McClure.

Bliss, Idaho.

STATESMANSHIP

It was very amusing when the McNary-Haugen bill was before the President to find also on his desk a bill appropriating money to increase the production of farm crops. The McNary-Haugen bill was designed to take care of the tremendous surplus of wheat, cotton, rice, tobacco, and corn. Its advocates admitted this surplus and predicted the ruin of the farmer if it was not removed. But the same group of senators who voted and worked for the McNary-Haugen bill also worked for and passed a bill appropriating \$6,000,000 for farmers to buy seed grain with for the season of 1927. Most of this money will be loaned to wheat farmers and with a fair crop, ought to increase the wheat yield of this country by 100 million bushels. We already have 200 million bushels more than we can sell or the world can eat and still Congress appropriates money to raise more. Mr. Coolidge signed the seed bill but he ought to have vetoed it like the McNary-Haugen bill.

The more I study the situation the more I am convinced that Congress is solely responsible for the bad plight of the farmer. In order to catch the farm vote, Congress is always passing some bill to aid the farmer, thus increasing production from year to year. Two great irrigated projects are now being started in western Idaho and eastern Oregon for which there is not the slightest excuse. Already we have more products of irrigated lands than can be sold and new projects simply add to the demoralization. Good, highly developed irrigated land can be bought anywhere in Idaho for less money than the bare water will cost for either of these new projects. But what's the difference, neither project will ever be paid for anyway and the government will be left holding the sack. In the meantime farm production is increased and that is where Congress shines.

Bliss, Idaho.

S. W. McClure.

Range and Market Trade in Lambs

CHICAGO

A somewhat sensational set of March live mutton markets reflected legitimate appreciation in values plus several outbursts of speculative energy, misplaced or otherwise, that carried top lambs to \$17 the last week of the month. Traders, or speculators, whatever may be the proper term, paid it but feeders got the money. Early in March \$16 was a doubtful quotation on top lambs; during the last week, \$16.75 was legitimate and during the month a large number of lambs sold at \$15.50 @ 16.25. It was a buoyant trade most of the time.

During the week of March 19 an opportunity to run a bear raid presented itself and killers were not slow to take advantage of it. On that trade top lambs dropped to \$15.60, but the next week the price was back to \$16.25. It was high month of the year and in striking contrast to the semi-demoralization of the last week in January when low spot of the winter was uncovered with a top at \$13.25 on lambs, the bulk selling at \$12.25 @ 12.85 at that time.

The advance in sheep has been less pyrotechnical but substantial, \$10.50 being quotable on choice light ewes at the end of the month. Not only did supply at western markets run considerably lighter than in March, 1926, but the heavy February movement to the lesser markets east of Chicago broke off suddenly. Buffalo being unable to fill New York orders, they were sent to Chicago, necessitating discard of the overworked "rubber stamp." Country buying at feed lots east of Chicago was also discontinued for the reason that supply ran out. The moment eastern shipping orders appeared at Chicago, competition was injected and the market stabilized. To aggravate matters from the killers' standpoint Chicago receipts were 120,000 fewer than in March, 1926, and Colorado lambs did not move freely until the month was well worn away. During the week of March 19 ten principal markets received only 182,000 sheep and lambs, compared with 260,000 the corresponding week of 1926, and the week of March 26 delivered only

217,000 at the same markets compared with 294,000 last year. Frequently not enough lambs were available to make a reliable set of quotations.

The mid-month break was the result of a big Monday grist at Buffalo and a substantial consignment from Denver direct to Chicago packers, the combination keeping shippers away from Chicago and enabling packers to lay out of that market. A huge gob of Buffalo lambs was dumped into New York, putting dressed trade off its stride. Jobbers profited, as they picked up the surplus, tucked it away in coolers and a few days later unloaded at profits of five to seven cents per pound. Ultimate consumers derived little, if any benefit.

Toward the end of the month semi-acute shortage developed, prompting speculative activity which resulted in a \$17 top. In an effort to repress bullish sentiment among yard traders, packers resorted to country buying, not without results, especially in the way of holding down the price of the whole crop.

California spring lambs showed up during the last half of the month, 77-pound stock realizing \$17.25 in Omaha; 76-pounders, \$17.35 at Kansas City.

Dressed trade was active and healthy with the exception of brief periods. California spring lambs sold in New York at 32 @ 38 cents in the carcass; Argentine and domestic frozen carcasses at 23 @ 26 cents. Dressed values advanced in company with the live market, but consumers went the pace, indicating that there is no limit to price, within the bounds of reason during a period of shortage. At the Atlantic seaboard 28 @ 33 cents was paid for a lot of winter lamb carcasses; good ewe carcasses realizing \$15 @ 19 per hundredweight and good wethers \$22.

ST. JOSEPH

Sheep receipts this month were 142,068 compared with 160,348 the same month a year ago, and the total for three months this year 358,276 against 407,527 same period last year. Of the month's total

66,921 were from Colorado. There were a few loads from Wyoming, Idaho, Texas and New Mexico, and the balance were from Missouri and adjoining states. The lamb market has been very uneven, but values gradually worked higher. Prices on the close are around \$1.50 higher than a month ago. The closing top was \$15.75 on medium weights, 95-pounders sold down to \$15.50 and less desirable lambs sold down to \$15.25. Clips sold on the close at \$14.25, and feeders \$15.25 @ 15.50. A few native springers sold \$17.00 @ \$18.00. No western springers have been offered as yet. Aged sheep were in good demand at all times and the market closes considerably higher. On late days good ewes sold \$9.50 @ 9.75, with choice kinds quoted up to \$10.00. Wethers sold up to \$12.25, and yearlings \$13.25.

H. H. Madden.

KANSAS CITY

March sheep prices were the highest on record since June, 1926. The average prices for the month were fully \$1 above February. From the low point of February to the high point of March the advance was nearly \$3. Fat lambs returned a good profit for the first month of the winter feeding season. The big end of the lambs came from west of the Missouri River, so that the western feeder profited materially by being able to hold off the market until late in the season. The month's advance caused a flurry in contracting of range lambs. Killers at times showed considerable concern in regard to available supplies, but doubtless the distributing side was hard put to get a sufficient number of fat sheep and lambs to meet requirements.

Receipts were unusually light and with the exception of 1924 they were the smallest for the third month in any year since 1907. However, this supply was drawn from an unusually wide territory. Some came from Texas and New Mexico. The bulk of the offerings was out of Colorado feed lots. About 7,000 fall shorn lambs from the Imperial Valley, California, brought \$13.25 to \$14.25, but none of

these was offered at the high point of the month. One double deck carload of California milk lambs from the Sacramento section, weighing 76½ pounds, brought \$17.35, and native lambs sold at \$16.50 to \$18.

Killers in the past thirty days have discriminated less against heavyweight lambs than in any March in a number of years past. A large number of 90 to 100-pound lambs sold within 25 to 40 cents of the 82 to 87-pound weights. Last year the heavyweight lambs sold fully \$1 under the handyweight classes. Because of this condition the number of lambs shorn at feed-in-transit yards was materially below normal. Shearing will probably increase in April due more to higher temperatures than to the demand conditions.

The scarcity of fat sheep improved the demand for weighty lambs. Taking the season throughout, yearlings, ewes and wethers have been in limited supply, probably the smallest on record. Each time a bunch was offered it brought a higher price than the one that preceded it until yearlings were selling at \$12 to \$12.50; wethers \$10 to \$10.75 and ewes \$9 to \$10. Fresh shorn ewes brought \$8.50 to \$8.75 and shorn wethers \$9 to \$9.50.

Receipts in March were 100,360 compared with 147,214 in the same month last year, and a five-year March average of 135,000. Thus far this year receipts total 318,111, compared with 363,738 in the first three months of 1926.

C. M. Pipkin.

OMAHA

New tops were hung up in all departments of the sheep and lamb trade in March and, in contrast to the disaster which was marked by the corresponding period for the western feeder last year, he was able to market his stock at figures that showed substantial profits.

Influences surrounding the month's trade as a whole were bullish. Arrivals at most principal markets were comparatively light, while the local supply of 226,862 head was in the neighborhood of 38,000 under March, 1925. Short receipts at eastern points gave rise to a broad demand for shipping lambs and

eastern dressed markets scored sharp advances, all of which resulted in upturns of \$1.50 @ 2.00 in killing classes, shorn lambs showing the full advance.

The month's top of \$16.00 on fed wool-ed lambs stood as the highest since December, 1925 and was paid freely for choice lights on shipping account during the closing days of trade. Bulk sold during the month at \$14.75@15.75. Fed shorn lambs sold the highest since last June, bringing \$14.50 at the high time and final sales being upwards to \$14.25. The market for heavy lambs continues erratic but at no time was the discrimination against weight so severe as at this time last year.

The feature of the month's trade was the arrival of the first California springers, which showed up six weeks ahead of last year and in much better flesh, selling substantially higher. The first shipment brought \$17.25 on March 23, while two loads of choice 73-pounders on March 30 equaled last year's peak of \$18.00. As this is written, the first native springers, averaging 58 to 67 pounds, sold for Easter trade at \$18.25, highest in over two years, or since January, 1925.

There was a seasonal falling off in both the supply of feeders and the demand for them, sales during the latter half of the month being confined to just a few odd lots here and there, at figures upwards to \$15.00. Greatest interest was centered on shearing lambs, for which outlet was broad, with buyers competing with packers on some of the good fleshy lambs. Prices showed about the same advance as killer stock for the month, late sales being at \$15.40 down. That buyers are optimistic over future fat lamb prices is brought out by the fact that the countryward movement of lambs was the heaviest for any March since 1919, total shipments aggregating 23,035 head, against only 14,535 head during March a year ago. Bulk went into nearby feed lots.

Consensus of opinion at this time is that the market for killing classes should show no material change during the next thirty days. It is expected that Californias will be coming freely the latter part of April but not in sufficient numbers to affect seriously the price of fed lambs in view of the urgent demand which the

former have enjoyed at home. Then the supply of fed lambs will probably be none too plentiful, as a good many western Nebraska feeders are cleaned up at this time and indications point to Colorado and nearby feed lots as the chief sources of the late supply.

K. H. Kittoe.

DENVER

The fat lamb market shows an advance of 50 cents to 75 cents for the month of March. The demand was good at Denver during the month and everything offered from day to day was picked up at prices highly satisfactory to the feeder. Most of the supply came from tributary feed lots although a small sprinkling of lambs from Utah, Idaho and Wyoming was offered.

Good fat lambs were selling on the Denver market at \$12.25, freight paid, early in March. At the close they were bringing \$14.60. Extreme top of the season was made a few days earlier when three carloads of choice light lambs sold at \$15.60, freight paid, and more than two dozen loads brought \$15.50. Few feeding lambs were offered during the month but shearers took numerous loads of good quality lambs in fair flesh at \$14.65 to \$15 to be stopped at feed yards and clipped before sending them on to the markets.

Those northern Colorado feeders who put lambs in their feed yards late to be marketed during March and April are making good money on their investment, and indications point to a strong demand for feeding lambs next fall. In fact, numerous contracts are now being reported of feeding lambs for fall delivery at prices ranging up to \$11 for the best stock. In view of the very satisfactory outcome of the feeding business in Denver territory this spring, there is reason to anticipate a big demand on the Denver market for feeding lambs this fall. Northern Colorado feeders are already making their plans to feed a large number of lambs and many of them will buy their supply at Denver.

The receipts of sheep and lambs at Denver during March totaled 164,152 head, compared to 193,595 in March, 1926.

W. N. Fulton.

AROUND THE RANGE COUNTRY

(Continued on page 16).

zero weather prevailed. The thousands of Montana sheep that spent their first winter in North Dakota did well on an average, however, there being 30,000 sheep in Nelson County alone. I wintered 1200 Montana ewes with a loss of only six head.

I have been traveling for two weeks through North Dakota and Montana, sizing up sheep and wool conditions. Sheep have wintered pretty well in and around Miles City, but the range feed for spring is the poorest I have ever seen in twenty-three years. Horses and cattle are thin. Some growers claim that 75 per cent of Montana wool is contracted at 33 to 37 cents.

North Dakota, especially the eastern part, is becoming quite a district for thousands of sheep to save the fields from foul weeds, and also, to make some money for their owners. Sheep, when properly handled, do excellent in this state. At present the weather is mild and there is very little snow left. Sheep shearers are hard to get and sheep owners have to pay from 18 to 25 cents and board for shearers. Most of the men prefer hand shearing.

L. L. Givler.

MONTANA

General conditions of Montana ranges in March are the same as a month ago while cattle and sheep each show a slight improvement over last month's condition, according to the summary issued by Jay G. Diamond, agricultural statistician for Montana.

Weather conditions continued seasonable and prospects for good spring grass, from the standpoint of moisture reserves, are now excellent over most of the state and probably the best in the last three years, says the report. Winter ranges, however, have been inaccessible in most cases, due to snow and ice. Some loss of cattle due to starvation and heavy losses of range horses in east central Montana due to the same cause were noted during the month. In this section, hay was scarce and when the snow crusted over and froze hard many horses, including some work stock, were without feed. Southeastern Montana also reported shortage of feed and snow and ice on

ranges; horses in this section also suffering more than other live stock. A heavy snow fall in March 17, 18, spells a still further improvement in range conditions.

In the western third of the state, range prospects for spring are reported as very good, with considerable hay to be carried over unless extreme weather is encountered this month. The central section of the state indicates slightly better range prospect than last month with substantial hay carryover. The eastern third of the state shows practically the same condition as last month. For the state as a whole, the condition of ranges is placed at 86 per cent of normal on March 1, 1927, the same as on February 1, and compares with 96 per cent of normal condition on March 1, 1926. The discount on ranges at present is largely due to inaccessibility of ranch feed.

The condition of cattle for the state is placed at 95 per cent of a normal compared with 94 per cent last month and 104 per cent on March 1, 1926. Cattle considered to be in seasonable condition with prospect for good spring grass at an early date unless heavy snow should again cover the range.

The condition of sheep for March 1, in Montana rated at 99 per cent of a normal compared with 98 per cent last month and 105 per cent in 1926 (March). Sheep considered to be in excellent shape for this time of year.

Race suicide among the lamb population of Montana has never been known. The latest applicant for the Roosevelt medal is a three year old ewe, owned by James Garthofnor, of Malta, this ewe bearing seven lambs this spring and holding what is believed to be a world's record.

L. S.

TEXAS

"I don't see how stock could do any better." This is the comment heard on all sides in reference to the condition of sheep in this section now. Whether the optimism is to result in the range being overstocked is not known, but nearly every ranch in southwest Texas is carrying its capacity of sheep and in many instances more than should be carried. The expansion last year from the ewe lambs held back has not been cared for proportionately by an increase in the

number of sections devoted to sheep.

Shearing is to find the ranchmen paying 10, 11 and 12 cents a head for this work, but it is thought that the differences between the ranchers and the shearers have been well ironed out and that this season there will be plenty of crews and better work. The new "T. L. O." comb is to be used a great deal. Ranchmen have found while it takes less off, it also leaves fewer cuts and is economical.

The crop of mutton lambs in the state is estimated by J. Miles O'Daniels, secretary of the Wool Growers' Central Storage Company to be about 1,300,000. There has been but one contract reported made thus far and it was between local men at \$6 a head for mixed lambs September delivery. An offer later by Colorado feeders of 9½ cents a pound for mixed lambs on September delivery has been refused.

Yearling mutton buyers came in this last March looking around and bought a large number at \$6 a head out of the wool. Their demands were largely for muttons out of the wool for April delivery but they found the ranchmen wanting to shear in May as a rule. There are about 30,000 yearlings and two-year old muttons to go out of here during April and May. A number of new men went into the ranching business last year with dry stuff, and having wintered a large number of yearling ewes there will be a number of them to change hands soon. A recent sale of them brought \$9 out of the wool.

Fly time is here but the "gentleman" is being met with a concerted effort to stop his damage in Sutton County. Three fly districts have been formed of 300 sections each and two other districts are to be formed soon in the county of like nature. A trap will be placed on each section and a man will maintain them at a cost of fifty cents on a trap a month. Menard County had excellent results in that work last summer and found there were 90 per cent less cases of worms where fly traps were used.

The stomach worm is again causing discussion. The scab was for a time the great threat to the industry, but with it pretty nearly under control all over the state,

(Continued column 2, page 44)

REGISTERED STUD SHEEP POPULATION OF NEW ZEALAND

A recent compilation of returns made to the New Zealand government of the stud sheep registered in the flock books of that country for 1926 gives the total for all breeds as 354,442 as against 332,212 in 1905, showing an increase of 22,230.

The interesting part of this report is the revelation it makes in regard to the popularity of the different breeds. Romneys head the list. In 1905 registered Romneys totaled 74,060, or 22 per cent of the registered sheep in the country and in 1926 they numbered 160,769, or 45 per cent of all registered sheep. The favor in which the Romney is held is due to the fact that "it has proved to be the most suitable sheep for the greatest area of sheep country in New Zealand." South-downs had the next highest increase, while the Corriedale and other breeds were third. Lincolns, English Leicesters, Shropshires, Border Leicesters and Merinos all showed decreases, ranging from forty-four thousand for the Lincoln to twelve thousand for the Merino.

SPECIAL SUBSCRIPTION OFFER

Angora Goat Journal
National Wool Grower **\$2.50**
The above club rate furnishes an opportunity to sheep and goat raisers to receive interesting and valuable information regarding their industries at a saving of \$1.00. Subscribed for separately, these two magazines cost a total of \$3.50.

Subscribe through
NATIONAL WOOL GROWERS ASSN. CO.
Salt Lake City, Utah

FOR SALE

5400 acres, well equipped sheep ranch in Montana. 700 acres irrigated land in alfalfa.

Close to shipping point. Plenty of grazing land.

A bargain for some one.

For further particulars, write
Fred Sedgwick, P. O. Box 606
Long Beach, California



Buy Direct

and SAVE MONEY on your saddle by getting manufacturer's prices. Send for our FREE illustrated catalog.

THE WESTERN SADDLE MFG. CO.
1651 Larimer St., Denver, Colo.

now the stomach worm is the chief trouble. J. A. Whitten, a member of the executive association of the Sheep and Goat Raisers' Association, says he is to urge upon the sheep commission some kind of a statewide action against the worm. Quarantine measures will be followed in all probability.

Some legislation will be presented to the special session of the legislature convening this month, placing a restriction on the bringing in of bucks for show and for sale. One year thirteen cases of scab were reported from bucks brought into the state in this manner and the state has been powerless to prevent it.

There have been several importations of good blooded stuff into the country lately. A. and M. College men are advocating that the bucks raised in this section are the best for the purposes here, but the buck breeders do not seem to be raising enough of the good ones, any way, and there will be a good market for bucks here this summer. Nearly every county fair in this part of the state is planning a sheep show this year and a sale in some instances.

Wool contracting had ceased. Up to the early part of the month about 7-500,000 pounds had been contracted. The warehouses say they are going to get more money than the contracts gave and in the earlier part of the year, those who buy and carry them for orderly distribution in accordance with manufacturers' needs must put the purchase price low enough to insure margins sufficient to cover expenses for interest on capital invested, storage, and enough in addition to furnish a profit and protection against possible recession of values. In the long run the growers must pay these margins and profits, otherwise the dealing concerns cannot continue to operate.

In response to several requests and because of the growing interest in home financing of wools and selling by consignment, there is printed below a list of wool-selling agencies operating exclusively on the commission plan. The agencies mentioned are either strictly cooperative in character, controlled by growers, or handle consignments on commission without owning or financing any of the wools

received. The Wool Grower will make alterations or additions to this list as further information is received regarding agencies included in this category. Also, association members and others interested are invited to contribute their views and suggestions upon this very important subject. Wool marketing has been freely discussed for a long time. Some improvement has been effected, but there must be a more rapid rate of change if the industry is to secure general benefit from improved selling methods. It is perhaps impractical to expect to secure results this season in the way of co-ordination of the work of existing agencies, or greater employment of the consignment plan, but it is not too early seriously to consider and consult regarding what can be done to take further steps in advance prior to the marketing of next year's wools.

CONTRACT PRICES FOR LAMBS

On March 15 it was estimated by officers of the California Wool Growers Association that from 400,000 to 500,000 lambs were under contract for deliveries between March and August. The figures named in the contracts range from 11 to 13 cents a pound, according to the date of delivery. Some Fresno contracts are reported to have been made at 13 cents with deliveries up to May 1. The lower figures are for lambs to be delivered during May, June, and July.

Ten cents a pound was offered a Mt. Pleasant, Utah, wool grower for his 1927 lambs, delivery to be made in October. The purchaser, however, demanded that 25 per cent of the lambs should be ewes and the grower is holding out for ten cents a pound with 85 per cent of the lambs to be wethers.

Over 100,000 Wyoming lambs are reported as under contract along the Union Pacific line in the western part of the state and also in the vicinity of Buffalo. These were taken for fall delivery to Colorado feeders at prices of from 10½ to 11 cents when delivered at loading points.

FACTS ABOUT COMMODITY ADVERTISING

(continued from page 26)

You Save All" campaign. In 1919 the consumption of paint and varnish had barely kept pace with the country's growth and existing conditions indicated no unusual demand. It was then that the members of the industry formed the organization for the sole purpose of increasing the consumption of paint and varnish. An investigation showed that the public was not using more than one-fourth of the paint and varnish which should be used for the conservation of property. This gave the opportunity for attack from the standpoint of the welfare of consumers and led to the slogan "Save the Surface and You Save All." This slogan is estimated to be worth \$1,000,000 a word. In 1922 they increased their consumption 37.4 per cent over 1921 and in 1923—63.6 per cent; in 1924—73.9 per cent and in 1925 100 per cent increase over 1921. Their new goal is to triple the industry by 1931.

Another outstanding example is the "Say It with Flowers" campaign carried on by the American florists and ornamental horticulturists. In 1918 the florists conceived the idea of educating the public to "Say It with Flowers," and the society started its advertising campaign with a modest appropriation of about \$28,000. At that time the florists were not united and the society represented only a small amount of the output; today 80 per cent of the industry is represented in the advertising activity. About a year ago their campaign to raise \$1,000,000 for four years of advertising was completed, and they expect to spend approximately \$250,000 a year. The results have been phenomenal; the sales of flowers and potted plants in 1924 were 100 per cent in excess of those in 1921, and in 1925 were 26 per cent over 1924. We understand they sell more flowers on Mother's Day now, than they did previously at Easter, which was commonly their best period of the year.

I could go on several columns and give the results of advertising done by the American Leather Producers, American Malleable Castings Association, Arkansas Soft Pine Bureau, the Associated Knit

Underwear Manufacturers, the Associated Metal Lath Manufacturers, the Association of Hawaiian Pineapple Cannerys, the Automobile Wood Wheel Manufacturers, the California Redwood Association, the Cast Iron Pipe Publicity Bureau, the California White and Sugar Pine Manufacturers' Association, the Copper and Brass Research Association, the Cycle Trades of America, Davenport Bed Makers of America, the Hardwood Manufacturers' Institute, the Independent Oil Men of America, the Indiana Limestone Quarrymen's Association, the National Association of Ice Industries and many others. We have carefully examined the results of their advertising campaigns and find in the majority of instances that their results are similar to those examples which I have submitted. I think this should be sufficient to convince the average fair-minded reader of the success obtained by advertising by associations of industries wherein the members sell competitively.

Let us now turn our attention for a moment to the experiences of cooperative selling organizations. Referring to the California Fruit Growers' Exchange, evidently the managers of this organization, which puts out the "Sunkist" fruit, do not agree with Mr. Shallenberger in that a people's customs with reference to food and habits will not change, for their direct statement is as follows: "Advertising is a form of education, and like education, the work is never finished. The American market of 120 million people is a changing one, changing as to individuals and as to habits and customs of the people. It requires sustained effort, as well as alertness to opportunity, to maintain and increase public preference for a food product. The exchange has recognized both necessities." Another statement is that California has trebled the production of citrus fruit in twenty years, yet without disaster to the market. This is due to increased consumption throughout the whole year. Most of us can remember when oranges were a holiday treat given us around Thanksgiving and Christmas time. Today oranges are a staple part of the diet of millions of American home owners, and millions of

SHEEPMEN:

We have 44,000 acres Ranch and Summer Range, on King and Quin River, Nevada. Controlled water and free range. Will handle approximately 25,000 head. Will sell part or all. Reasonable terms.

HOMELAND REALTY COMPANY
Provo, Utah

Kreso Dip No. 1

(STANDARDIZED)

An Exceptionally Good Sheep Dip

1 Part Kreso Dip No. 1 to 72 Parts
Water will kill

Sheep Ticks and Sheep Scab

It does not burn or irritate.
Does not injure the fleece or skin.
It heals sheer cuts and wounds.

Economical - Easy to Use - Uniform

Use Kreso Dip No. 1 freely as a
reliable disinfectant

to keep all farm animals healthy, to kill
parasites, and for the rapid healing of cuts,
wounds, scratches and common
skin troubles

SEND FOR FREE BOOKLETS:

No. 151 Care of Sheep
No. 160 Hog Diseases
No. 163 Care of Poultry
No. 185 How to Build a Hog Wallow

ANIMAL INDUSTRY DEPARTMENT OF
Parke, Davis & Co.
DETROIT, MICH.

For sale in original packages at all drug stores

HOTEL UTAH

SALT LAKE CITY

ROOMS WITHOUT BATH
\$1.50 and \$2.00 PER DAY
WITH BATH \$2.50 and UP.

"The very best of everything at
sensible prices"

A BETTER CAMP FOR YOUR MONEY

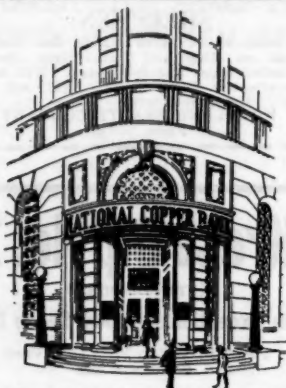


DeLuxe
and
Standard
Camps

Bed,
Covers,
Springs,
Stoves,
Etc.

Famous for 70 years
OTTO O. OBLAD

525 South State Street, Salt Lake City, Utah
Can ship to any point on railroad



NATIONAL COPPER BANK
Member of Federal Reserve System
and BANKERS TRUST COMPANY
Salt Lake City, Utah

Stockmen Attention

48,000 acres; 45,000 fenced, balance outside range. 25,000 acres deeded land, balance leased, mostly State land. Commences on the Columbia River, running 9 miles back into the timber to elevation of 5,000 feet. One of the best bunch grass ranges in Washington. Have been running 8,000 to 9,000 sheep on this place until this year. Forest Reserve allotments for 4800. Well watered and well improved for operating sheep. Can be had very reasonably. Terms. Details on application.

Apply to

Manhattan Company

213 CORBETT BLDG.,
PORTLAND, OREGON

CULLEN HOTEL

SALT LAKE CITY, UTAH
FRED J. LEONARD, Mgr.

Headquarters for Sheepmen

More Sheep bought and sold in the Cullen Hotel than in any hotel in the United States.

Rates \$1.00 and up

Still a Pioneer

Breadth of vision sufficient to foresee the future possibilities of a little-known, scantily populated and distant frontier country led railroad pioneers of 1863 boldly to thrust an iron trail across desert and high Sierra.

Built in the face of tremendous obstacles, this first unit of Southern Pacific Lines opened the Pacific Coast to development. Cities sprang up almost over night. Plows furrowed thousands of virgin acres. Products of mine, grove and field flowed eastward to waiting and profitable markets.

Among railroads of today Southern Pacific is still a pioneer. Last year it completed two new main lines, one through the forests of eastern Oregon and one through the heart of Arizona—by far the most extensive railway construction of the decade.

In the extension of railroad lines into new territory faith in the country and its future development is required today as in the sixties. In addition railroads doing pioneer work today must face the fact that they cannot hope to make up in later years for the period of low earnings when new lines are first opened, for railroad earnings are limited by law and a deficit in one year cannot be balanced by any subsequent profits.

SOUTHERN PACIFIC

American people, including the writer, have orange juice on the table every morning.

The California Walnut Growers Association has evidently found cooperative advertising quite successful. They started advertising in 1916 with three problems in view. First, to increase the consumption of walnuts; second, to broaden the consuming period from the holidays to the entire year; and, third, to create a preference for their own brand. Before starting advertising, they stated that the consumption of walnuts was almost entirely restricted to the Thanksgiving and Christmas trade. Both wholesale and retailers withdrew quotations and stored away unsold stocks after January 1st. Now the advertising has stimulated such a demand that between 40 per cent and 50 per cent of the product is consumed after the holidays, and dealers display walnuts up to July 1st. Since starting advertising their production and consumption have trebled, and prices since 1920 average 77 per cent higher than they did when advertising started.

Now for the Sun-Maid Raisins of California. This association was organized in 1913 and immediately thereafter began advertising. In 1912 the total production was only 70,000 tons of raisins, yet that quantity was not entirely moved. In 1924—215,000 tons was marketed. The increased consumption was built up largely through advertising. This has been accompanied by a tremendous increase in production which has made the distribution problem even harder. In 1922 the Sun-Maid Raisins sales were 121,144 tons; in 1923 they were 355,480 tons. Distributing this quantity of raisins was a Herculean task and could never have been done had not the consumer demand been steadily increased by advertising. This is the frank statement of those in charge of the work. In 1925 the Sun-Maid advertising cost per ton of raisins was \$11.48.

When I speak of cooperative advertising I also mean to convey the idea that this advertising must be diligently planned and carried out, and must include research investigational work regarding the product under discussion. In presenting the idea for a national advertising cam-

paigned for wool to the manufacturers of the East, which has been incorporated in the proposed work of the Wool Council of America, we had in mind that research work should be carried on to show the value of wearing wool from a health standpoint. Numerous medical authorities and research associations abroad have pointed out its advantages. Coupled with this there should be a pride-in-appearance appeal and the style should also be stressed. Style shows or fashion shows showing garments comprised chiefly of wool should be put on before ladies' clubs and men's clubs all over the country. Such a show was just held in Portland, Oregon, by the Pacific Coast Merchant Tailors Association, and it was a great success. In this connection, the importance of color could be stressed. The matter of values secured in the wool garment compared with those made of other fiber should also be brought out.

Such a campaign, backed up with research work and properly carried on, would undoubtedly sell the American people on the virtues of wool in the same manner as the campaigns which I have described have resulted in selling the respective commodities to 120,000,000 American purchasers. It is not inconceivable that with the increased production of wool from farm flocks and the decreased consumption of wool by the American people in garments, we shall some day approach a position where we shall find the advertising of wool a necessity.

What I have said with reference to the value of a national advertising and publicity campaign for wool, could apply also to an "Eat More Lamb" campaign with corresponding beneficial results to our sheep industry.

To those who doubt the necessity for better merchandising (which includes advertising) of our products, I advise their reading an instructive booklet entitled "The New Competition" by O. H. Cheney of the American Exchange Pacific National Bank of New York. It is an interpretation of a new trend in American business that affects the interest of every American business man, and wool growers are business men. Copies of this booklet can be secured from the "Nation's Business," Washington, D. C.

FOR SALE

500 Steel Handpower Stumppullers,
\$30 each, Horsepower \$75
Automatic Gates, Hand Wellborers,
Waterwheels.
DUCREST MFG. CO.
111 3rd Ave. Renton, Wash.

FEEDER FOR ORPHAN LAMBS

A feeder has been perfected which means success to those wishing to raise orphan lambs. If interested, write

A. W. METTLER,
11 2nd Street South Great Falls, Montana

California Sheep Ranch FOR SALE

In the famous spring lamb producing section near Waterford, Stanislaus County, California. (Will carry 2,000 ewes).

Abundant feed—even in dry years—Four miles of flowing creek—good soil—land gently rolling with flat bottoms—all tillable—100 acres in alfalfa.
4,729 acres—2½ miles from paved highway and railroad station by gravel road.

A GOOD STOCK RANCH AT A LOW PRICE

Offered as a whole or in part to suit buyer.

Write

OWNER: P. O. BOX 1212

MODESTO, CALIF.

KILLS Scab-mites, Lice and Sheep Ticks

"Black Leaf 40" is chemically certain to kill these sheep parasites when brought into proper contact with them, yet is non-injurious to sheep and lambs. Its use as a dip actually promotes growth of wool, and does not lessen its natural oils. Instead of using dips that are frequently fatal to sheep, that injure the fleece and decrease its value and weight, sheep breeders year after year are finding "Black Leaf 40" the "old reliable" for genuine protection and profitable dipping.

Ask your dealer for literature.

Tobacco By-Products & Chemical Corp.
INCORPORATED
Louisville, Kentucky

"Black Leaf 40"
40% Nicotine

FOLLOW THESE SUGGESTIONS FOR DIPPING

Keep the animals in the bath for two minutes.

Dip all animals in your flock.

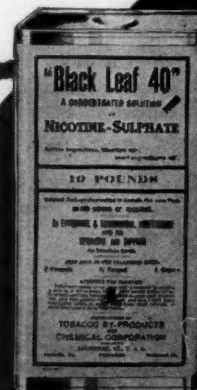
Avoid infected corrals, ranges and trails.

Break up and hand-treat scabby spots.

Completely submerge the animal by ducking head twice.

Be sure the dip reaches and wets the parasites.

Carefully read directions on our labels.



These Men Deserve Your Support

The twenty-five hundred members of this Association deserve the support of all wool growers of the West. For seven years they have consistently practiced what our various wool growers' associations have preached, namely, orderly marketing of wool based on quality, grade and shrinkage.

They were the first to make available the facilities of the Federal Intermediate Credit Bank to the wool growers of the West.

They were the first to adopt a form of marketing agreement for wool, which has now become a standard with wool marketing associations.

They were the first association to sell grease and scoured wools direct to mills through their own salesmen.

They have acted as a stabilizing factor in the country wool market where the association operates. Friends and foes, alike, testify that the association has raised wool prices for non-members.

They are still performing all of these services, and many more besides—all at actual cost—strictly cooperative. Freshening advances and advances on wool now available.

Ship to Portland, Boston, or San Francisco.

We have U. S. warehouse facilities at these points.

IN UNION THERE IS STRENGTH—JOIN WITH THEM

Write for Particulars.

Pacific Cooperative Wool Growers

461 Davis Street
PORTLAND, OREGON

"Making Animal Tagging Easy"

**KETCHUM
CLINCHER**



The new self-piercing and self-clinching bright STEEL tag that stays. For Cattle, Sheep and Hogs. Three sizes. Numbered and Lettered to suit. Write for description and prices.
KETCHUM MFG. CO., Dept. 23 LUZERNE, N. Y.

**AL-WUZ-ON
LIVESTOCK EAR TAGS**

The strongest Ear Tag on the market. Easily attached in one operation. Sufficient space for name, address and number. Write for free samples.

Inter-Mountain Machine & Stamp Works, Inc.
140 East 2nd So. Salt Lake City, Utah

SHIP YOUR

MOHAIR

TO

Ryder & Brown Co.

51 MELCHER ST.
BOSTON

Send for Handy Breeder's Chart

**PERFECT
EAR TAG**

FOR CATTLE-HOGS-SHEEP
The original self-piercing tag. Its Double Hole Lock makes it superior to all imitations. Clamped on in one operation it "stays put"

SALT LAKE STAMP CO. 67 W. BOWY.
SALT LAKE CITY, UT.

Without obligation to us, please send FREE Samples of PERFECT EAR TAGS and Price List.

Name _____
Address _____

SHIP OR OFFER YOUR
SHEEP TO PELTS
104 N. MAIN ST. **Hellman Bros.** ST. LOUIS, MO.

Lambing and Individual Tents Wall Tents

Umbrella Tents, without awning extension, also with awning extension, screen window and doors for automobiles and sheep herders, with and without canvas floors.

Range tents with canvas floors sewed in.

Stockman's bed sheets, also sheep and lambing tents, and tarps.

Send for big Catalogue and Discount Sheet.

H. J. SAUNDERS

916 La Salle Ave., Minneapolis, Minn., U. S. A.

Home Comfort Camp

The Gold Medal Winner



You'll Like It
Built By

Sidney Stevens Implt. Co., Ogden, Utah

**Salt Lake
Engraving Co.**

DESIGNING ENGRAVING

YOUR CUTS ARE THE BEST